TWENTIETH CENTURY CATALOGUE.

THE CORNISH

HIGH GRADE AMERICAN PIANOS AND ORGANS.

ESTABLISHED OVER HALF A CENTURY.

OTIS A. CO. BUFFALO, N.Y.

WASHINGTON, NEW JERSEY, U.S.A.

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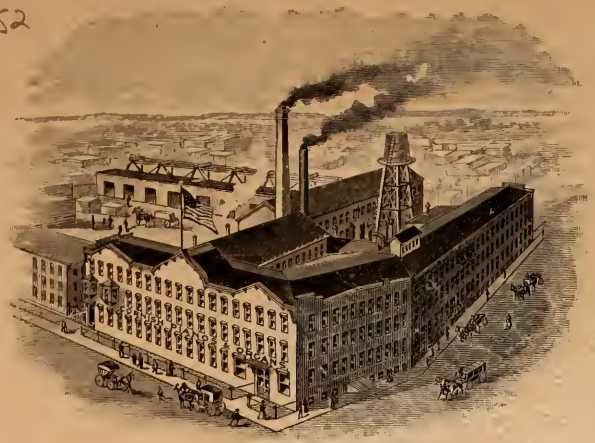


FACTORIES, OFFICES AND LUMBER YARDS AT WASHINGTON, N. J.

CAPACITY: 18,000 PIANOS AND ORGANS PER ANNUM.

Always open to visitors and purchasers. On main line of D., L. & W. Ry., 66 miles from New York and 80 miles from Philadelphia.

The Cornish American Pianos and Organs

GENERAL CATALOGUE

OUR ONLY SALESMAN · GOES EVERYWHERE · TELLS A STRAIGHT STORY · CAN BE IMPLICITLY RELIED UPON · WILL AID YOU IN YOUR CHOICE AND WILL SHOW YOU HOW YOU CAN PURCHASE A THOROUGHLY FIRST-CLASS, HIGH GRADE PIANO OR ORGAN AT FACTORY COST, GIVING YOU EXACT VALUE FOR EVERY CENT YOU INVEST.

WE have thought it desirable, in honor of the commencement of the new century and in commemoration of over fifty years of business life spent in the manufacture of pianos and organs, to issue a new catalogue. It has been carefully prepared, designed and executed with a view of giving the most comprehensive information as to the manufacture of the Cornish American Pianos and Organs.

Some familiar styles have been retained, but most of them are new, and represent what we believe to be the finest collection of high-grade pianos and organs manufactured in this country.

The Cornish American Pianos and Organs are made by the most skilled workmen, from the finest material, and in one of the largest and best-equipped factories in the world.

The Cornish method or plan of business is now so well known that it is not necessary to explain it at any length; suffice it to say, that **every piano and organ is made and sold upon honor.**

Every piano and organ is warranted for a period of twenty-five years, under our personal guarantee, and such guarantee is backed up by plant and property worth over one million dollars.

Every piano and organ is shipped on the distinct understanding that if it is not satisfactory to the purchaser after 30 days' trial it may be returned, and the purchase money and freight charges will be immediately refunded; and, furthermore, if after **one year's use the instrument proves to be not as represented, we will take it back and refund the cost and freight charges with six per cent. interest.**

And last, but not least, **every Cornish American Piano and Organ** is sold **direct from our factory** to the **ultimate purchaser, without** the **intervention of the agent,** the **dealer** or the **middleman,** thus enabling us to sell at **wholesale cost.** The only profit added to the actual cost of construction is our own, and that is a small one. It is the enormous number of pianos and organs we sell every year that enables us to keep the prices so low and to give such value for money that every instrument we sell is almost a **gift at the price.**

As far as we know, there is no other firm of manufacturers of high-grade pianos and organs who sell their goods **exclusively** to the general public at factory cost. It is possible, of course, to buy a piano or organ **direct** from any firm of piano and organ makers; but as, in every other case, agents and dealers hav to be protected, the lowest factory cost can **never be quoted.** Our success has bred imitators, who have taken advantage of the prosperity and popularity enjoyed by us to tread in our footsteps as near as possible, but there is **no firm that transacts its business upon the same lines as ourselves.**

Our remarkable business, which is certainly unique of its kind, has spread to the very ends of the earth. Our foreign trade, which began in a very small way about a quarter of a century ago, now covers nearly every civilized country in the world—from frozen Iceland to the torrid West Indies, West Africa, South Africa, East Africa, the Empire of India, all the old-world continental countries, everywhere in the vast British Empire including the great new Commonwealth of Australasia. In fact, we cannot think of any place where sales of the Cornish Pianos and Organs have not been made; whilst in our own wonderful country we have hosts of purchasers and friends in every State in the Union.

To sum up our case, we make this statement, which we know will appeal at once to the good sense of every intending purchaser of a piano or organ: **If you want** the **best possible value** for the **least possible outlay** you will patronize us, and we give you our iron-clad guarantee that you will be in **every respect perfectly satisfied.**

FREIGHT RATES.

Cost *of* Shipping *the* Cornish American Pianos *and* Organs to All Parts of the United States *and* Canada. Rates to any place in the World Furnished upon Application.

Herewith we present tables, carefully prepared, giving information as to the cost of shipping our instruments to all parts of the country. It is, of course, hardly necessary for us to say that **we do not pay freight charges** unless we are allowed to add the cost of so doing to the price of the instrument; it would be impossible to include in the **factory cost** of the **piano** or **organ** such a **variable item** as **freight,** which costs **from $1.00 upwards.** All such charges are **paid by purchaser** and form **no portion of the price of the instrument.** Some firms advertise that they prepay freight, and agents and dealers tell you that if you buy from them you have no freight to pay; but, think a moment, **somebody must pay it,** goods are not delivered free by the R. R. and Steamship Companies. The fact is, the **purchaser always pays,** directly, as in our case, or indirectly, in the price of the instrument.

Now, our plan is to sell the piano or organ at factory cost, and let the purchaser pay the **exact freight** and no more, and our plan is the only honest method and must commend itself to any intending purchaser.

We REFUND all freight charges paid if an instrument is returned to us as being not as represented. We guarantee safe delivery, but we do not guarantee that the rates given herewith are exactly correct; we have used all possible means at our disposal to give a **fair average cost** of sending a **piano** or **organ** to the points named.

By special arrangement with us, freight will be prepaid if the **average amount** herein named is added to the price of the instrument purchased; but, as we get **through rates wherever possible** and take the greatest care that **every cent is saved** by selecting **best and cheapest routes,** there is **no advantage** to **customers** in **paying freight at this end** because in most cases the freight will be less than the amounts here given.

☞ We Ship Everywhere. ☜

Average Cost of Freight on Pianos and Organs to the Different States in the Union and Canada.

To	Average cost of Piano, weight boxed 1000 lbs.	Average cost of Organ, weight boxed 400 to 500 lbs. according to size
Alabama	$11 00	$ 5 00
Alaska	——	——
Arizona	36 00	16 00
Arkansas	10 00	4 00
California	27 00	12 00
Colorado	24 00	11 00
Connecticut	4 00	2 00
Dakota, N	14 00	6 00
Dakota, S	14 00	6 00
Delaware	3 50	1 50
District of Columbia	3 50	1 50
Florida	13 00	5 50
Georgia	11 00	5 00
Idaho	27 00	12 00
Illinois	7 00	3 00
Indiana	6 00	2 50
Indian Territory	16 00	7 00
Iowa	11 00	5 00
Kansas	14 00	6 00
Kentucky	7 00	3 00
Louisiana	11 00	5 00
Maine	5 00	2 00
Maryland	3 00	1 50
Massachusetts	4 00	2 00
Michigan	7 00	3 00
Minnesota	12 00	5 50
Mississippi	13 00	6 00
Missouri	10 50	5 00
Montana	25 00	11 00
Nebraska	15 00	6 50
Nevada	27 00	12 00
New Hampshire	5 00	2 50
New Jersey	2 00	90
New Mexico	$24 00	$11 00
New York	3 00	1 25
North Carolina	9 00	4 00
Ohio	5 00	2 00
Oregon	27 00	12 00
Pennsylvania	4 00	1 75
Rhode Island	4 50	2 00
South Carolina	10 00	4 50
Tennessee	10 00	4 50
Texas	14 00	6 00
Utah	30 00	14 00
Vermont	6 00	2 50
Virginia	6 00	2 50
Washington	27 00	12 00
West Virginia	6 00	2 50
Wisconsin	11 00	5 00
Wyoming	30 00	14 00

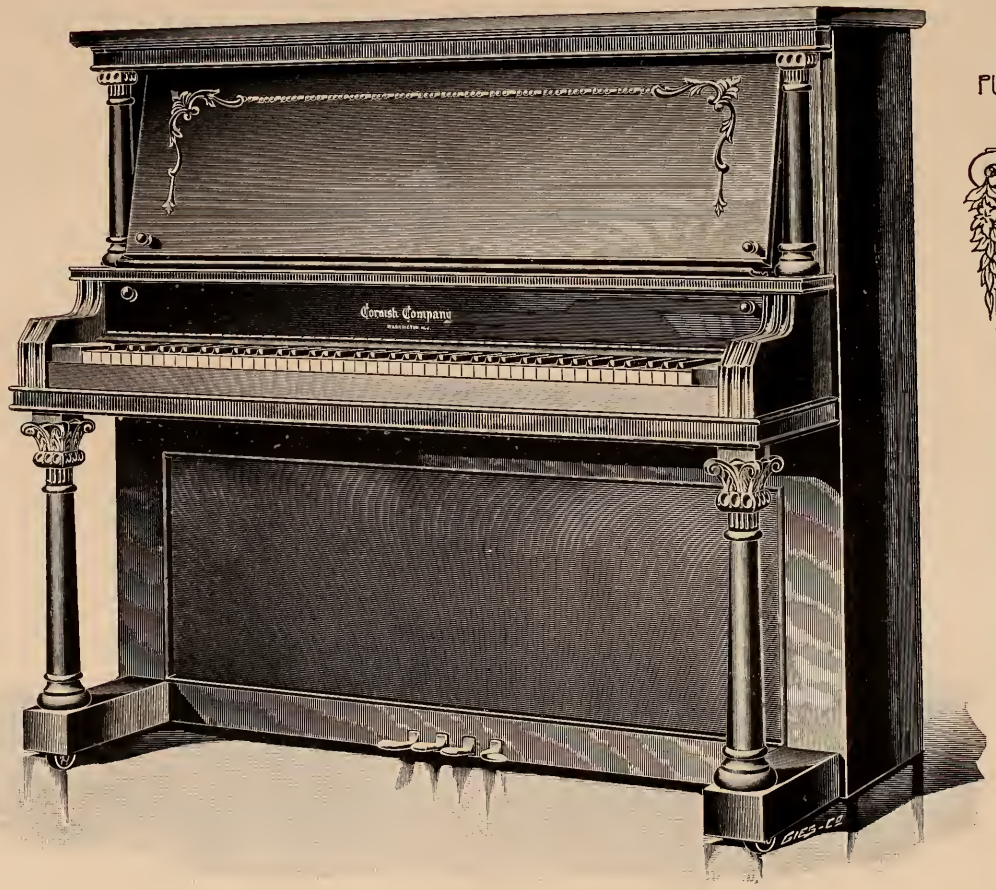
CANADA

All **Pianos** and **Organs** shipped from the United States into Canada are subject to an import duty of **thirty per cent.** For instance, the duty upon an **organ** costing $35 would be $10.50, or a **piano** costing $155.00, $46.50. Freight averages from $5 to $8 on organs and from $12 to $25 on pianos. In spite of this duty, however, the **Cornish American Pianos and Organs** can be imported and sold to far better advantage than those of any Canadian manufacturer.

CORNISH CO., (Established Over Half a Century) Washington, New Jersey, U. S. A.

CORNISH
AMERICAN PIANOS

MADE IN
OAK,
WALNUT
AND
MAHOGANY



PURE COLONIAL
IN
DESIGN

THE NEW
ARTISTIC
STANDARD
WITH
ABSOLUTE
PERFECTION
OF
MECHANISM
AND
ACTION

CHASTE
AND
ELEGANT

COLONIAL
STYLE No 14,000
CONCERT GRAND, SIZE A
CABINET GRAND, SIZE B

NOTE: WITH THIS AND ALL OTHER CORNISH PIANOS WE PRESENT AN ELEGANT STOOL TO MATCH THE CASE, A SILK SCARF OF THE LATEST STYLE. OUR COMPLETE PIANO INSTRUCTOR AND OUR UNIQUE COLLECTION OF BOUND SHEET MUSIC.

CORNISH CO. ESTABLISHED 50 YEARS WASHINGTON, NEW JERSEY, U.S.A.

CORNISH
AMERICAN PIANOS

Recognizing the demand for a thoroughly high-grade instrument containing our finest action and mechanism, built in a case that for simple elegance and purity of design must commend itself to every one who has a taste for the beautiful in art, we have much pleasure in introducing to our patrons, friends and the general public our new **Cornish American Piano, Style No. 14,000, The Colonial.** It is built in two sizes: Concert Grand, giving the benefit of really a grand piano in an upright case, and the Cabinet Grand for parlor use.

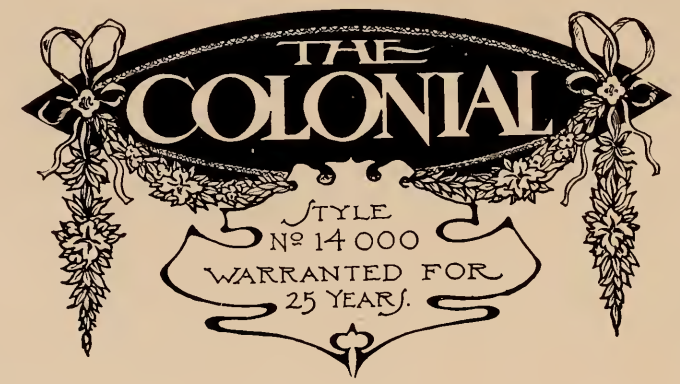
This new piano embodies every valuable discovery and contains every known improvement that can tend to make it better and the tone more perfect. Upon its design and construction have been focussed all the knowledge and skill acquired during our many years' experience.

The handsome reproduction of the piano on the other side gives a correct representation in every detail of the exact appearance of this beautiful and most desirable instrument.

TWO SIZES

Concert Grand, A.
Height, 4 ft. 10 in.
Width, 5 ft. 2 in.
Depth, 2 ft. 4 in.

Cabinet Grand, B.
Height, 4 ft. 6 in.
Width, 5 ft. 2 in.
Depth, 2 ft. 3 in.
Weight, boxed for shipment, about 950 lbs.



Cases made in Oak, Walnut and Mahogany.

Choicest High-Grade Veneers Used.

New and improved scale. Full metal plate. Cases double veneered inside and out. Artistic colonial-pattern pilasters and trusses. Solid moldings. Full-front swinging music desk. Rolling fall board with continuous nickeled hinges on top and fall. Patent nickeled pedals—four in all—giving perfect control of all the gradations of sound and tone. Three unisons; overstrung bass; patent repeating action. Ivory keys and polished ebony sharps. Seven and one-third octaves. Fitted with the **New Patent Cornish Musical Attachment** and **Practice Clavier.** By means of the **Patent Instrumental Attachment,** a large number of popular instruments, including the Harp, Banjo, Guitar, Zither, Mandolin, Autoharp, etc., can be easily and correctly imitated. The most perfect attachment in use. Can only be had with the Cornish Piano.

THE FACTORY PRICE of this instrument is **$240 Size A / $215 Size B** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$228 Size A / $203 Size B** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason,** that better suits **your convenience;** we will take **monthly, quarterly, half yearly or yearly installments,** the price of the instrument being **increased** in **proportion** to **amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

We Now Proceed to Give a few

Plain Directions to Purchasers

Examine the catalogue carefully and make choice of an instrument; note that the price at which the instrument can be purchased is marked in plain figures; the figures represent the **exact factory cost** of the **piano** or **organ, plus only our own small profit.**

Do not, under any circumstances, purchase an instrument from an agent, dealer or music store, or from manufacturers who employ the services of agents, and who sell their instruments at wholesale prices to dealers and others; if you do this you will be paying two, three or four profits in excess of the factory cost. The profits would range from $25 to $75 on an organ, and from $100 to $250 on a piano, and these profits would come out of YOUR pocket.

You will have gathered, by reading the introduction to this catalogue, exactly what our plan of business is, and you will see clearly that if you want to obtain a first-class piano or organ at its cost of production, plus one small profit for ourselves, **you will place your order with us.**

Having selected an instrument from our catalogue, use the printed order form that is supplied for the convenience of our patrons, and complete it in accordance with the instructions given on the form. If you send us cash with your order no reference is necessary. If you deposit the purchase money with a **banker, merchant, express agent or postmaster, letting the person with whom you deposit the money sign the receipt at the foot of the order form, no reference is necessary; but if you desire the instrument sent on approval before paying for it, or if you wish to purchase upon an installment plan, be careful to send us the usual references.** It will be sufficient if your banker, clergyman, postmaster or some well-known merchant certifies on the order form to your general standing and responsibility. This will save any delay in the filling of your order.

Every instrument sold by us is shipped on approval and subject to a fair trial of 30 days. If, at the expiration of the trial, the piano or organ is not satisfactory, we will take it back and refund all freight charges, and return any money that may have been paid in advance; and further, if after 12 months' use the piano or organ is proved to be not as represented, we will take it back and refund the purchase money and all expenses, and add six per cent. interest. The purchaser runs no risk, we assume all responsibility. We guarantee safe delivery at nearest depot.

Of course, we do not pay freight charges. Such expense, which varies according to the distance that the purchaser lives from our factory, cannot be included in the wholesale factory cost of a piano or organ, but we will furnish lowest freight rates to any given point, on application. We ship by the best and cheapest routes, and we guarantee safe delivery. We will, however, prepay freight, if the extra amount is added to the purchase money of the instrument ordered.

Distance is no object to us; we can ship anywhere and everywhere; our facilities for freighting and shipping are unequalled, and we can get a piano or an organ to the most remote part of the country or of the world with as little trouble as we can ship to the next State.

IMPORTANT

PROOF AS TO OUR ABSOLUTE FINANCIAL RESPONSIBILITY.

To remove any question as to our financial standing, or our position as reputable manufacturers whose every statement may be implicitly relied upon, we print herewith a letter from the First National Bank of Washington, New Jersey, one of the strongest and best known financial institutions in the State. We take pleasure in referring, by special permission, to this bank. (If you wish to communicate with them concerning us, be sure and enclose a stamped envelope for reply.) We want you to have the same feeling of security in sending money to us that you would if you were depositing it in the oldest savings bank in your own State. We would prefer to have you make inquiry concerning us before sending your order, as perfect confidence is essential to pleasant business relations. References can be made to your bank or to any bank in the country. Our ratings with the Commercial Agencies are the highest possible, and we also refer with pride and pleasure to the hundreds of thousands of satisfied purchasers who for the last half century have been singing the praises of the Cornish American Pianos and Organs. See our reference book, the "Heart of the People." We can also furnish lists of purchasers from any State in the Union and nearly every Country in the World.

* * * * *

THE FIRST NATIONAL BANK OF WASHINGTON.

CAPITAL STOCK, $100.000. SURPLUS, $100,000.

JOSEPH B. CORNISH, PRESIDENT. W. S. RITTENHOUSE, CASHIER.

WASHINGTON, N. J., Dec. 31, 1898.

To Whom It May Concern:

The members of the firm of Cornish Co. are personally known to us.

The firm has kept a very desirable account with us many years, and during that time we have done a very large and ever-increasing business with them.

They are owners of one of the best-equipped factories in the State of New Jersey, employ hundreds of skilled workmen, and are engaged exclusively in the manufacture of pianos and organs.

It is needless to say that such a firm is in every respect entirely responsible, and we have full confidence in any representations they may make.

W. S. RITTENHOUSE, CASHIER.

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HOW TO REMIT. **Send money by Check, Draft, P. O. Money Order, Express Order, Express Prepaid, or Registered Letter. Make all Orders, Checks or Drafts payable to Cornish Co., Washington, New Jersey. You take no possible risk. We are absolutely responsible.**

The CORNISH PIANO

When we advertise the CORNISH AMERICAN PIANO to be equal to any first-class high-grade piano manufactured in this country, and a great deal better than the majority of them, we are only stating what we believe to be an actual fact, that can be demonstrated and proved at any time, by any person or persons who understand anything at all of the make-up, construction, durability and tonal qualities of that prince of all instruments—the **American Upright Grand Piano.** We believe that the Cornish Piano is eminently fitted to adorn a palace, to be used in any institution, school, concert hall, and at the same time to be the best and most fitting instrument for general home use. The instruments described and pictured on the following pages are the newest styles of Cornish American Pianos, and it is unnecessary for us to say that they are replete with all the latest improvements possible, and that they represent everything that is absolutely perfect in the American Piano as built to-day by reputable manufacturers.

The first requisite in a piano is that it shall have **a perfect tone**—pure, sweet, rich and powerful, and clear and free from any harsh or disagreeable effects. These qualities we claim to be present in the Cornish Piano; the tone of the instrument is as clear as that of a silver bell and its singing qualities are unexcelled. There is no weakness or unevenness in the tone, no matter how heavily the piano is played upon. The different registers harmonize and blend perfectly, and **the tone** of the Cornish Piano is always clear, distinct and rich all through the scale.

The ACTION

of the Cornish Piano is a perfect double lever, grand repeating action, constructed of the very finest possible material, and regulated by patent brass capstan screws which connect the action with the keys. So perfectly are the different parts of this action made and put together that there is no possibility of any parts of the action becoming loose and rattling. The keys are balanced so exactly that **the touch**—one of the most important features of a piano—is light and easy, and **all effects are instantaneously produced.** In fact, there is no **better action used in any piano made in this country.**

The Scale

upon which really depends the purity of the tone, is the result of many years' patient study and experimenting, and is mathematically, scientifically and musically correct. The laws of acoustics and vibration have been faithfully followed and the result is a successful one. **We believe it to be one of the best in existence.** We have no space, and it would only confuse the mind of the average piano purchaser, to dwell at any further length upon the many different parts that go to make up the upright grand piano. As we have said before, the

> finest possible material is used, the pianos are built by the most skilled workmen, and the greatest care and supervision are exercised to the end that every Cornish Piano shall be a perfect instrument of its kind.

Suffice it to say, in concluding this description of the general make-up of the Cornish Piano, that the cases are built up of the finest seasoned wood, and the wrest plank or pin block, to which the full iron frame is bolted, is constructed of a series of the finest and hardest quarter-sawed white maple veneers obtainable, the grain of each layer running in a different direction.

The whole is bolted and glued together, and so built up that it cannot warp or split, swell or shrink. The tuning pins, which are inserted into this solid mass through the holes in the iron frame, are held firmer than with any other method, and consequently the piano will remain longer in tune. In our more expensive pianos, the cases are double veneered inside and out with the finest natural wood veneers, either French burl walnut, English quartered oak, figured mahogany, Hungarian ash, or rosewood. These veneers are cross-banded, that is to say, they are placed so that the grain of each one runs in a different direction from the one next to it. The veneers are solidly glued to each other and to the inner foundation of the case, making them into **one** solid piece, but with the strength of **five thicknesses.** This prevents any possibility of warping or splitting. Each case receives seven coats of varnish; each coat is allowed to dry and sink into the wood, to give it a lasting finish. The varnish used is transparent, and is rubbed to a perfectly even surface and hand-polished, so that the beautiful grain of the wood shows as plainly as if seen through a sheet of glass. The greatest of care is taken with the finishing of the cases, so that the finish will remain permanent, and will not check if proper care is taken of the piano.

In conclusion, we may mention that every Cornish American Piano is fitted with our New Instrumental Attachment. **This is our own patent; it cannot be had in any other piano,** and it is, in our opinion, and in the opinion of a number of experts, **the simplest, the most durable** and the most **effective** of any attachment of its kind used in this country. By means of it nearly every known stringed instrument can be imitated, including the harp, banjo, zither, guitar, mandolin, autoharp, dulcimer, etc. It is brought into use by simply pressing the third pedal, and it is controlled entirely at the will of the performer. It occupies a very small space in the piano case, it does not interfere in any way with the working of the action, and it is in every respect a valuable adjunct to the scope of the upright grand piano, that will be appreciated by every lover of music. The Cornish American Piano is also fitted with the Practice Clavier, brought into use by the second pedal, which causes a curtain of the finest felt to slide between the hammers and the keys, enabling the most crude performer to practice without any possible damage to the instrument and without the sound being heard outside of the room in which the piano is played.

It should be carefully noted by intending purchasers, that the **Cornish American Piano** possesses **all the following inventions and improvements:**

Full metal frame, grand repeating action, grand scale, three strings to each note except the wound bass strings. Special solidity of construction in case and wrest plank. Noiseless direct-motion metal pedal action. Four pedals to each piano. Practice clavier. Instrumental attachment. Noiseless duet music desk and noiseless revolving name board.

We make our pianos in four heights or sizes: Four feet four, four feet six, four feet eight and four feet ten. Style No. 5,000, described on page 7, is made in rosewood finish only. The cases of all other styles are **double veneered** with the **natural woods.** The keys are ivory and ebony, and the pianos are **all full size, seven and one-third octaves,** and we guarantee them to be exactly as described in every respect.

Any further particulars, down to the minutest detail, will be cheerfully furnished by the manufacturers, upon application. Intending purchasers who live within a reasonable distance of our factories are cordially invited to make a personal selection of a piano. They will be heartily welcomed and entertained whilst visiting us, and can witness the manufacture of pianos and organs from the cutting of the rough lumber as it comes from the enormous dry kilns to the final tuning and polishing of the finished instrument. We have nothing to hide; our methods, our process and everything in connection with the manufacture and sale of the Cornish American Pianos and Organs are public property, and, as we said before, **visitors are always welcome.**

OUR SPECIAL INSTRUMENT TO INAUGURATE THE XXTH CENTURY AND OUR JUBILEE YEAR IN BUSINESS

1849 1902

CONCERT GRAND UPRIGHT PIANO FORTE

THE MONARCH

KING OF PIANOS

Style No. 12,000

Unequaled in TONE AND TOUCH · PERFECTION IN WORKMANSHIP

The highest Achievement of Modern Piano Making

FITTED WITH THE NEW

Cornish Patent Instrumental Attachment

(which can only be had with the Cornish Piano)

AND PRACTICE CLAVIER.

Complete with Elegant Silk Piano Scarf, Patent Solid-Wood Circular-Seated Stool and the Cornish Piano Method.

Action, Case and general make-up as described fully on pages 2 and 3, to which you are referred for full explanation.

Warranted Under Our Personal Guarantee for 25 Years.

By means of the Patent Instrumental Attachment a large number of popular instruments, including the Harp, Banjo, Guitar, Zither, Mandolin, Autoharp, etc., can be easily and correctly imitated. The most perfect attachment in use. Can only be had with the Cornish Piano.

This is the most recent improvement and addition to the Cornish American Piano. The mechanism of the attachment is very simple; all that is necessary to bring it into use, is by simple foot pressure on the Orchestral or Instrumental Pedal which controls it. The effects and imitations come of themselves when the pedal is used, and can be discontinued at once, when no longer desired, by allowing the pedal to resume its normal position. There are thus four pedals used in all our pianos instead of the usual two. Counting from the left, the first is the regular Piano or Soft Pedal; the next, the Very Soft or Pianissimo Pedal which is also used as a Practice Clavier; the third pedal is the Orchestral or Instrumental Attachment Pedal; and the fourth is the Sustaining or Loud Pedal. It is by the judicious use of these four pedals that the most varied and beautiful effects can be produced.

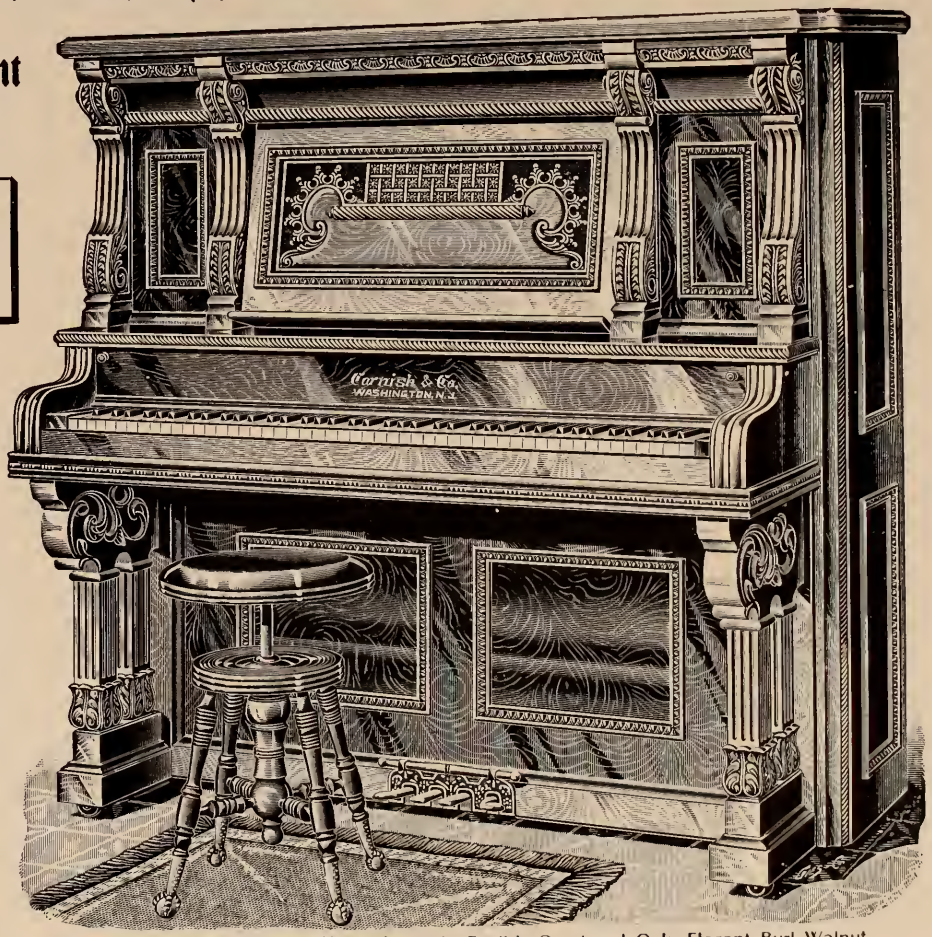
This Piano has, in Addition to Many Other Improvements, our

New Noiseless Revolving Name Board

AND THE

New Cornish Duet Music Desk

Twice the Usual Size, a Convenience that All Will Appreciate.



In either Rosewood, Ebony, Hungarian Ash, English Quartered Oak, Elegant Burl Walnut or Richly Figured Mahogany.

HEIGHT, 4 Feet 10 Inches; DEPTH, 2 Feet 4 Inches; WIDTH, 5 Feet 2 inches; WEIGHT, Boxed, 1000 Pounds.

THE FACTORY PRICE of this instrument is **$275.00**

Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$261.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on any other plan of payment in reason, that better suits your convenience; we will take monthly, quarterly, half yearly or yearly installments, the price of the instrument being increased in proportion to amount paid down and the following payments. If you wish to buy on any other plan than cash write us at once and let us know just what you can do, and we will make arrangements accordingly. Remember, our business is to meet your wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

The Cornish American Piano

The Orchestral

Upright Concert or Cabinet Grand

Pan-American Exposition Model Style No. 11,000

IN EITHER ROSEWOOD, EBONY, HUNGARIAN ASH, ENGLISH QUARTERED OAK, ELEGANT BURL WALNUT OR RICHLY FIGURED MAHOGANY.

One of the Most Desirable, Most Elegantly Designed and Most Richly Finished Pianofortes ever manufactured by us.

7⅓ OCTAVES. GRAND REPEATING ACTION. OVERSTRUNG BASS. Three strings to each note in treble and middle registers. Bass strings copper and steel covered.

Complete with Elegant Silk Piano Scarf, New Patent Solid-Wood Circular-Seated Adjustable Stool, and Cornish Piano Method. Warranted under our Personal Guarantee for Twenty-Five Years.

A Companion in Elegance of Design and Workmanship to our Wonderful King of Pianos, THE MONARCH. Same In Quality and General Make-Up.

FITTED WITH THE

NEW CORNISH DUET MUSIC DESK

(twice the usual size) and also with our

New Noiseless Revolving Name Board and our New Cornish Patent Instrumental Attachment and Practice Clavier,

by means of which it is possible to correctly imitate nearly every known stringed instrument.

MADE IN TWO SIZES, Concert and Cabinet Grand:

CONCERT GRAND—Size A.

Height, 4 feet 10 inches. Length, 5 feet 2 inches. Depth, 2 feet 4 inches. Weight, boxed for shipment, 950 lbs.

CABINET GRAND—Size B.

Height, 4 feet 6 inches. Other measurements the same as Size A.

Action, case and general make-up as described fully on pages 2 and 3, to which you are referred.

THE FACTORY PRICE of this instrument is **$255 Size A / $230 Size B** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$242 Size A / $218 Size B** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason**, that better suits **your convenience**; we will take **monthly, quarterly, half yearly or yearly installments**, the price of the instrument being **increased in proportion to amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

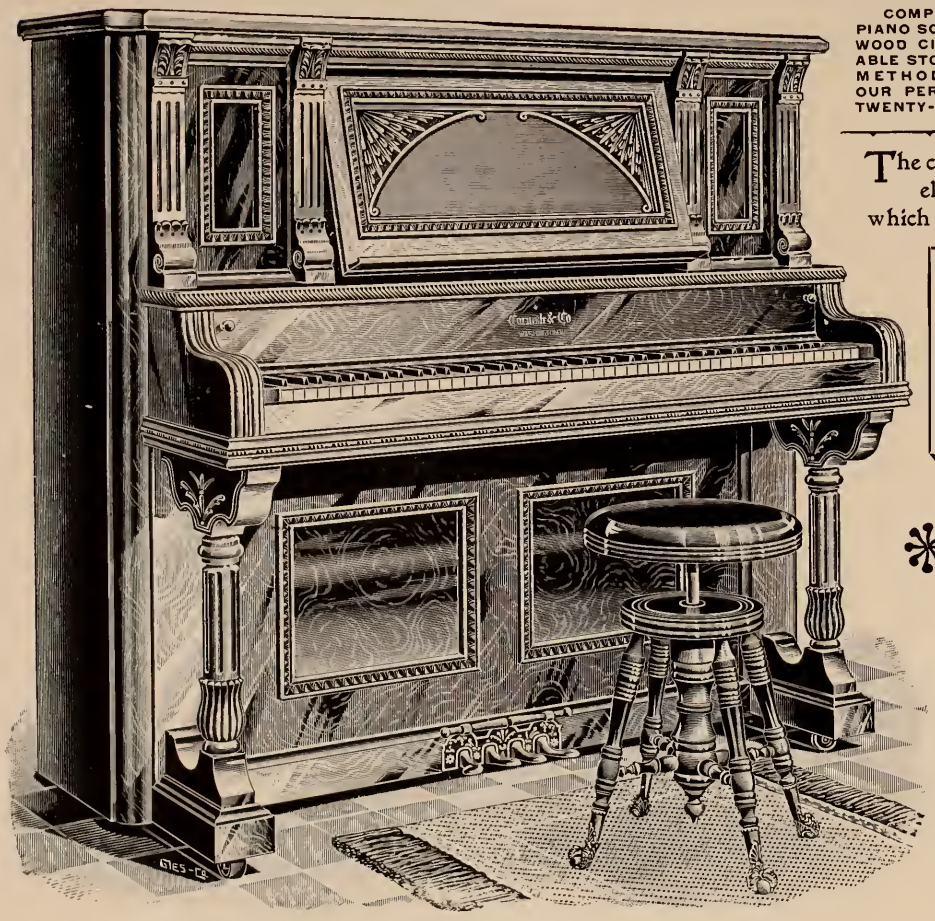
PARIS EXPOSITION MODEL

The Columbia

NEW XX TH CENTURY STYLE

STYLE NO. 13,000

Fitted with the NEW INSTRUMENTAL ATTACHMENT AND PRACTICE CLAVIER, by means of which it is possible to correctly imitate nearly every known stringed instrument.



Made in Elegant MAHOGANY and ROSEWOOD Cases only.

COMPLETE WITH ELEGANT SILK PIANO SCARF, NEW PATENT SOLID WOOD CIRCULAR-SEATED ADJUSTABLE STOOL AND CORNISH PIANO METHOD. WARRANTED UNDER OUR PERSONAL GUARANTEE FOR TWENTY-FIVE YEARS.

SIZE.

HEIGHT, 4 FEET 6 INCHES.
LENGTH, 5 FEET 2 INCHES.
DEPTH, 2 FEET 4 INCHES.
WEIGHT, BOXED FOR SHIPMENT, 960 LBS. . . . .

The cut, although a good one, fails entirely to do justice to the elegance and beauty of this remarkably fine instrument, which must be seen in its actual perfection to be appreciated.

The Case. ***Double veneered inside*** and ***out*** with the ***finest natural wood veneers in Rosewood or Mahogany.*** The grain of the ***under*** veneer runs at ***right angles*** with the top and is guaranteed to withstand the exigencies of any climate. This beautiful case is fitted with our new ***double*** or ***duet music desk,*** giving plenty of room for the music, while obviating the opening of the piano front all the way across, which is not desirable. The new Columbia Piano has also ***our noiseless revolving name board,*** which turns back under the case when the piano is open for playing, adding thereby to the elegant general appearance of this triumph of the piano-maker's art.

The Action is perfect, double repeating, ***full size, 7⅓ octaves,*** ivory and ebony keys, overstrung bass, three strings to each note, excepting the covered bass strings. All metal portions of the action are ***nickel plated*** and impervious to rust. Double capped hammers of the finest quality felts, ***patent brass capstan screws that regulate the working of the action with the greatest precision.*** The touch is elastic and easy, and perfectly repeating.

NOTE.

Every Cornish American Piano is shipped on approval. The severest test is invited. 30 days' trial is allowed in every case, and if the piano is not entirely as represented it can be returned to us, we bearing every cent of the expense and all freight charges. Furthermore, we will take the piano back if it is not satisfactory to purchaser after ***12 months' use,*** and ***refund*** the ***cost*** and ***freight charges,*** with ***interest*** at the ***rate*** of ***six per cent.*** ***The Cornish American Pianos*** are made and sold upon honor, and the purchaser is ***perfectly safe,*** as we ***assume every possible risk.***

Our New Scale

is the result of many years' patient study and experimenting, and is mathematically, scientifically and musically correct. The laws of acoustics and vibration have been faithfully followed and the result is a successful one. ***We believe it to be one of the best in existence,*** and it has been so acknowledged by some of the most competent judges.

THE FACTORY PRICE of this instrument is **$195.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$185.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason,** that better suits **your convenience;** we will take **monthly, quarterly, half yearly or yearly installments,** the price of the instrument being **increased** in **proportion** to **amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

1902 MODEL FULL SIZE 7 1-3 OCTAVES

THE BOUDOIR QUEEN

AN ENTIRELY NEW CORNISH AMERICAN UPRIGHT CABINET GRAND PIANO.

Four Pedals With Instrumental Attachment.

Style No. 5,000

One of the Most Desirable Pianofortes Manufactured By Us.

Complete with Elegant Silk Piano Scarf, New Patent Solid-Wood Circular-Seated Adjustable Stool, and the Cornish Piano Method. Warranted under our Personal Guarantee for Twenty-Five Years.

DIMENSIONS.

Height, 4 feet 6 inches; length, 5 feet 2 inches; width, 2 feet 3 inches; weight, boxed, 900 lbs.

POINTS OF PERFECTION.

Full Iron Frame, Overstrung. Nickel Plated Action, Perfectly Repeating. Four Pedals, Including our New Attachments.

MADE IN THE NEW FIGURED ROSEWOOD FINISH ONLY.

This Beautiful Pianoforte is Exactly as Described.

It is built up of the finest selected lumber, and is guaranteed to withstand the exigencies of any climate. ***The back frame,*** on which the strength of the piano largely depends, is built up of the finest seasoned spruce, with the pores of the wood thoroughly filled and varnished, so that no dampness can be absorbed. We use ***full composition iron frame in front,*** so constructed that it is impossible for the piano to wear ***metallic or thin in tone.***

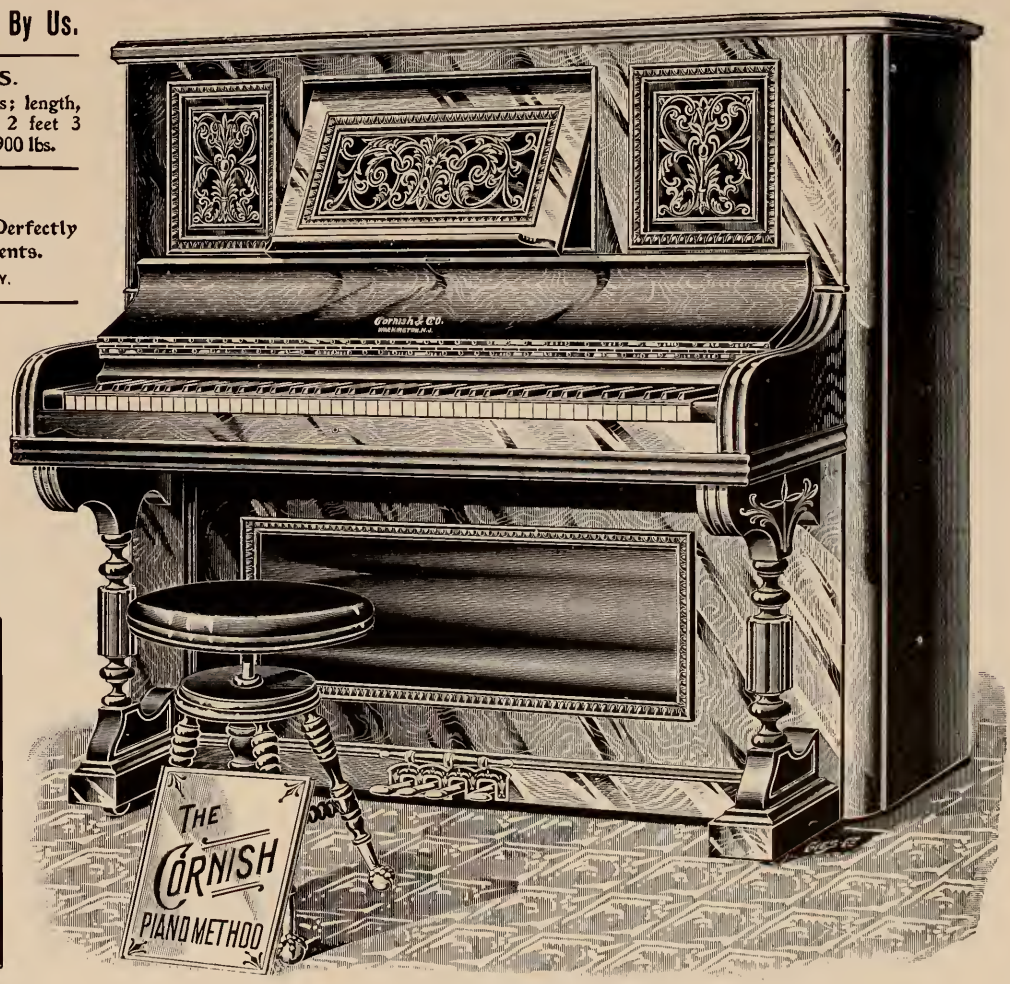
THE ACTION is perfect, double repeating, ***full size, seven and one-third octaves,*** ivory and ebony keys, overstrung bass, three strings to every note, excepting the covered bass strings. All metal portions of the action are ***nickel-plated*** and impervious to rust. Double capped hammers of the finest quality felts, ***patent brass capstan screws that regulate the working of the action with the greatest precision.*** The touch is elastic and easy, and perfectly repeating. Every genuine Cornish Piano has the name ***Cornish*** cast in the right-hand corner of the full iron frame.

NOTE.

Every Cornish American Piano is **sent on trial.** If it is not exactly as represented after 30 days' fair test in your own home, it can be returned to us and all freight charges will be immediately refunded—you take no risk. Furthermore, if the piano does not prove to be entirely as guaranteed after **12 months' use,** it can be returned to us and we will **refund the purchase money with legal interest added.**

FITTED WITH THE
New Cornish Instrumental or Orchestral Attachment.

This is the most recent improvement and addition to the Cornish American Piano. It enables any ordinary player to imitate accurately the tones of the ***Mandolin, Harp, Guitar, Dulcimer, Banjo, Zither, etc.*** The mechanism of the attachment is very simple; all that is necessary to bring it into use, is by simple foot pressure on the ***Orchestral*** or ***Instrumental Pedal*** which controls it. The effects and imitations come of themselves when the pedal is used, and can be discontinued at once, when no longer desired, by allowing the pedal to resume its normal position.



THE FACTORY PRICE of this instrument is **$175.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$166.00** Cash with Order

— SEE PAGE 1. —

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason,** that better suits **your convenience;** we will take **monthly, quarterly, half yearly or yearly installments,** the price of the instrument being **increased** in **proportion** to **amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

THE PIANOSYMIL

STYLE No. 42,000.

POSITIVELY ONE OF THE MOST BEAUTIFUL INSTRUMENTS IN THE WORLD

THE Cornish American Upright Cabinet Grand

1902 MODEL

DIMENSIONS:
56 Inches High, 62 Inches Long, 28 Inches Deep; Weight, Boxed, about 600 Lbs.

Full Piano-Size Keyboard—7 Octaves. In Polished American Black Walnut, Natural Cherry or Antique Oak Case.

ELEGANT PIANO STOOL, SILK SCARF AND THE CORNISH PRACTICAL INSTRUCTOR

WARRANTED FOR TWENTY-FIVE YEARS.

This instrument differs from all our other styles, both in construction and appearance. The case is exactly like that of our Upright Grand Pianos. It is piano-finished with a very high and permanent piano polish, and cannot be distinguished from one of the finest pianos. The case can be had in either solid walnut, cherry or oak, and is beautifully embellished with the most exquisite natural wood carvings and ornaments. The fall-board has a continuous nickel hinge; the blow pedals are electroplated in silver; action and case are mouse and climate proof.

THE TONE is remarkably beautiful, and the **orchestral reeds used in this patent action are so tuned and voiced that the most** brilliant allegretto or staccato music can be played the same as on a piano.

THE ACTION **contains six sets of reeds,** divided as follows: Three octaves of Diapason, four octaves of Melodia, three octaves of Principal, four octaves of Vox Celeste, three and a half octaves of Saxaphone. It has double octave couplers. **Compass, seven octaves, C to C. No stops are used;** the action is entirely controlled by two knee swells which operate as follows: **The right knee lever opens the Vox Celeste and Principal reeds, and swells the Diapason and Melodia sets. The left knee lever opens the Saxaphone reeds and the Octave Couplers. The Diapason and Melodia reeds are always open and ready for use.**

The two swells, when kept **wide open,** put on the **whole power of the organ** (two stop holders render the full combination permanent when desired). **The whole action is thus easily operated,** and the **most beautiful graduations of tone can be secured at the will of the performer.**

This extraordinarily fine instrument has been specially designed and constructed by us to meet the thousands of requests make for a piano organ that would possess in **form** and **appearance** the **exact similitude of a piano**—hence the name, **Pianosymil.** The case represents exactly an elegant upright grand piano. The most elaborate music for piano or organ can easily be performed with full pipe organ and orchestral effects, and we feel confident that this excellent instrument will be warmly appreciated by all lovers of music. As a valuable piece of furniture, it is handsome enough to adorn a palace, while as a first-class high-grade musical instrument, it ranks far in front of anything yet placed before the public in the same line. It does not, of course, **sound** like a piano.

THE FACTORY PRICE of this instrument is **$85.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, **we will accept** **$81.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason,** that better suits **your convenience;** we will take **monthly, quarterly, half yearly or yearly installments,** the price of the instrument being **increased** in **proportion** to **amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

The Cornish American Organs

When we say that the CORNISH AMERICAN ORGANS are probably the ***best known and most popular instruments*** of this description ***in the world to-day,*** we shall doubtless be deemed guilty of some exaggeration, but we have every ground for making such a statement in the honest belief that it is a true one. This catalogue, as we have stated elsewhere, commemorates fifty years of business life. During that period we have devoted no small share of our efforts to secure to our patrons what we believe to be in every respect a ***thoroughly first-class Reed Organ*** that shall combine all the ***elegancies of outward appearance*** with the ***highest possible value*** as a musical instrument. In connection with the Cornish Combination Reed Action and stop work we may mention that you will find on the last page of this catalogue fac-similes of the United States Government Patent Warrants which secure to the users of the ***Cornish Pianos and Organs two of the most important improvements of the age. The Cornish Reed Organs*** shown on the following pages are specimens of our manufacture at the present day, and it is needless to say that they represent the acme of our combined efforts during years of experience and untiring devotion to business.

The ***Combination Multitone Action*** that we use in all ***our Organs*** is perfection. The orchestral toned reeds used by us ***imitate perfectly the pure tonal qualities of the Pipe Organ,*** and the different sets of reeds used in our larger actions enable us, by our novel arrangement and voicing, to give correct reproductions of the tones of nearly every known instrument, and to secure for the users of the Cornish Organ a variety of ***musical effects that cannot possibly be produced in any other Reed Organ manufactured in this country.*** In proof of this statement we would say that recently a CORNISH ORGAN, fitted with our ***Orchestral Action,*** 18 stops, 221 reeds, was used by a noted Professor of Music to imitate a ***Full Orchestra*** in connection with the making of records with the famous ***Edison Phonograph,*** and the result was a perfect reproduction, by means of the ***Cornish Orchestral Action,*** of the full tones of a military band and orchestra. In describing the organs on the following pages the largest and most expensive is taken first, because a detailed description of our Orchestral Action, as used in Style No 48,000 case, is practically a description of all the actions manufactured by us. Of course, ***as the price decreases the number of reeds is lessened,*** so that in point of fact our Orchestral Actions are divided into several sections, as follows:

SECTION A—Orchestral Action, 18 stops, 221 reeds divided into 11 distinct sets.

SECTION B—Vocalia Orchestral Action, 16 stops, 172 Orchestral reeds divided into 7 distinct sets.

SECTION C—Imperial Chimes Action, 14 stops, 122 Orchestral reeds divided into 4 distinct sets.

SECTION D—Silver Chime Action, 10 stops, 98 Orchestral reeds divided into 4 distinct sets.

SECTION E—Parlor Pet Action, containing 61 Orchestral reeds, comprising one through set used without stops.

Actions with six octaves of keys have the same number of stops as five-octave organs but a larger number of reeds arranged in proper proportion.

The ***cases of all our organs,*** however, are so constructed that the ***larger action*** can be put into any of the ***smaller cases,*** we charging the ***actual difference only between the cost of the actions.*** Thus, for instance, it is possible in Style ***No. 29,000, Silver Chime case,*** to put our Style ***No. 48,000 action, 18 stops. 221 reeds,*** at an extra cost as stated in the catalogue. There is certainly ***no other manufacturer of Reed Organs in this country*** who offers such ***a varied combination of cases and actions at so moderate a cost.***

On the next two pages we give ***a detailed description of our Orchestral Multitone Action.***

As used with modifications as to number of reeds and stops according to size and price in all

THE CORNISH AMERICAN REED ORGANS

Remember this marvel of actions can only be obtained in the Cornish American Organs

DETAILED DESCRIPTION OF THE NEW PATENT CORNISH AMERICAN MULTITONE ORCHESTRAL ACTION

This Multitone Combination Action is the most powerful used by us and combines every known excellence in reed action making. The tonal combinations are really without limit; we specify eighteen as a guide to beginners, but an infinite number of brilliant combinations is possible. In this action the very finest of material only is used. It is mouse, vermin and climate proof. All parts are renewable and removable. There is no cumbersome trap-work. It has the celebrated piano touch, and it is capable of imitating perfectly all the effects of a full orchestra and nearly every known musical instrument. ***Positively a Marvelous Combination.*** An incomparable accompaniment to all vocal music.

Specifications of the NEW ORCHESTRAL MULTITONE ACTION.

COMPASS: 5 octaves, 221 orchestral-toned reeds, or 18 full octaves divided into 11 complete sets and operated by 18 necessary stops and 2 knee swells.

ELEVEN COMPLETE SETS OF REEDS, AS FOLLOWS:

SUB-BASS	1 set,	13	reeds,	16-foot	tone		Large and powerful
CLARINET	1 "	25	"	16	"	"	Deep and sonorous
DIAPASON	1 "	24	"	8	"	"	Rich, mellow, smooth
MELODIA	1 "	37	"	8	"	"	Exquisitely pure and sweet
CELESTE	1 "	25	"	8	"	"	Charmingly brilliant
VIOLA	1 "	12	"	8	"	"	Pleasing, soft, melodious
VIOLINA	1 "	12	"	4	"	"	Dreamy, enchanting, soothing
PRINCIPAL	1 "	24	"	4	"	"	Round, full, pipe-like
HAUTBOY	1 "	24	"	4	"	"	Voiced to imitate the actual instrument
FLUTE	1 "	12	"	4	"	"	Clear, thrilling, a perfect imitation
PICCOLO	1 "	13	"	2	"	"	Exact reproduction of instrument named

GRAND TOTAL: 11 SETS, 221 REEDS.

NOTE.—This Action with Six-Octave Keyboard contains 257 Reeds and costs $10.00 extra.

THE WHOLE CONTROLLED BY EIGHTEEN NECESSARY STOPS, AS FOLLOWS:

DESCRIPTION OF STOPS AND THEIR ACTION UPON THE REEDS.

1. Melodia.....Opens Melodia Set of Reeds.
2. Diapason..... " Diapason " "
3. Piano.....Soft or Half Stop to Melodia " "
4. Echo..... " " " Diapason " "
5. Principal.....Opens Principal " "
6. Flute..... " Flute " "
7. Violina..... " Violina " "
8. Hautboy.....Opens Hautboy Set of Reeds
9. Viola..... " Viola " "
10. Celeste..... " Celeste " "
11. Clarinet..... " Clarinet " "
12. Piccolo..... " Piccolo " "
13. Sub-Bass..... " Sub-Bass " "

Description of Stops and Their Action upon the Reeds.—Continued.

14. Vox Humana ..... Causes a fan-like apparatus to revolve, producing a tremblant expression, perfectly imitating the timbre of the human voice.

15. Orchestral Forte .. Increases power of the reeds drawn by stops imitating the orchestral instrument.

16. Diapason Forte ... Increases power of the reeds drawn by stops imitating the reed instruments and the pipe organ.

17. Bass Coupler ..... Couples all the Bass Octaves below 2d F.

18. Treble Coupler.... Couples all the Treble Octaves above 2d F.

Right Knee Swell..... Opens all the Forte Swells, increasing to its full extent the sound of any combination in use.

Left Knee Swell ..... Grand Organ Swell. Puts on at once the full reed power of the whole organ and also both Octave Couplers.

THE BELLOWS used with this and in all our actions of whatever size are the finest and the most powerful possible to construct. The lumber is highly seasoned, the silk rubber cloth is extra heavy and the bellows will not leak. An automatic air valve relieves all surplus pressure, so that the bellows cannot be overstrained; they are self-regulating. The pedal straps are ingeniously fixed by a patent contrivance that will not wear and positively prevents breakage.

THE TONE of this action, that all-important quality, is simply super-excellent in every respect. The rich volume of sound produced is almost beyond description. In the hands of a skilled organist, the most wonderful pipe organ and orchestral effects can be beautifully imitated. The voicing and peculiar arrangement of the reeds, and the careful attention to tuning and regulating, have enabled us to place before our friends and the general public a combination action that we, after half a century's experience, can pronounce to be without equal.

THE OCTAVE COUPLER used in all the Cornish Organs is made of the best double coppered steel. Couples three octaves of keys in the treble and two in the bass, thus entirely doubling the power of the instrument.

A card containing a ***complete description*** of the ***effects*** produced by ***these different combinations*** is sent with ***every organ*** that is fitted with ***this action,*** or will be ***mailed free to anyone on request.***

How to Use the Stops.

Here then, in brief, are a few directions how to use the stops in this wonderful Orchestral Action, to produce the following perfect musical combinations:

First Combination—Draw *Piano and Echo.* This produces a subdued, dreamy and enchanting tone, soft and sweet as that of an Æolian harp.

Second Combination—Draw *Melodia, Diapason and Diapason Forte.* This gives a full, round, harmonious tone, resembling Open Diapason of Pipe Organ, and is well suited for sacred music and as a vocal accompaniment.

Third Combination—Draw *Diapason, Melodia, Viola and Celeste.* This is unquestionably the best combination ever produced, and cannot be imitated on any other organ. It is characterized by the most heavenly sweetness, brilliancy and power.

Fourth Combination—Draw *Diapason, Melodia, Viola, Celeste and Treb. Coupler.* This combination possesses all the musical qualities of the third combination, with greater fullness, volume and power.

Fifth Combination—Clarinet Solo: Draw *Principal, Viola, Vox Humana, Clarinet and Orchestral Forte.* The effect of this combination can be varied by playing one octave higher, which will give a deep, sonorous tone characteristic of the Clarinet, and has a very pleasing effect.

Sixth Combination—Draw *Principal, Echo, Treb. Coupler and Piccolo.* This gives a very brilliant, clear and sweet tone, which is much admired. The effect can be varied by playing one octave higher, which resembles changing from the lower to upper manual of a double bank organ, and produces an exceedingly brilliant, inspiring effect.

Seventh Combination—Flute Solo: Draw *Principal, Echo, Treb. Coupler and Flute.* This produces a remarkably pure, sweet, sympathetic and brilliant tone in imitation of the flute, that is very fascinating.

Eighth Combination—Draw *Diapason, Melodia, Treb. Coupler and Sub-Bass.* This produces a very sweet, sympathetic and harmonious tone, combined with volume and power, and makes the most adaptable combination for the proper rendition of sacred music ever produced, and will be found a valuable accompaniment to singing.

Ninth Combination—Draw *Principal, Viola, Orchestral Forte, Celeste and Vox Humana.* This is beyond question one of the most beautiful combinations ever conceived. The delicate sweetness of Viola and Celeste blends with the soft, tremulant wave of the Vox Humana, producing sympathetic sweetness and harmony, with charming effect, and it is a perfect imitation of the human voice.

Tenth Combination—Draw *Diapason, Melodia, Treb. Coupler and Principal.* This produces a powerful, deep, mellow, smooth tone which blends admirably with the most delicate intonations of the human voice and is consequently an excellent vocal accompaniment. This combination will be found well adapted to sacred music.

Eleventh Combination—Draw *Diapason, Bass Coupler, Melodia, Celeste, Treb. Coupler, Hautboy and Clarinet.* This combination is characterized by sweetness and brilliancy of tone, combined with great power and volume, and will be found useful as an accompaniment to a quartette of voices.

Twelfth Combination—Violina Solo: Draw *Principal, Celeste, Violina, Treb. Coupler and Piccolo.* This produces a quality of tone in imitation of the violin, and is sweet, brilliant and very expressive.

Thirteenth Combination—Draw *Sub-Bass, Piano, Viola, Hautboy, Violina, Celeste, Flute, Treb. Coupler, Clarinet and Piccolo.* This combination is well adapted for quick music, such as quadrilles, waltzes, polkas, and all kinds of dances, and possesses great power, volume, variety and brilliancy, and has a lively, elevating, sprightly and inspiring effect.

Fourteenth Combination—Draw *Hautboy, Violina, Flute, Treb. Coupler and Clarinet.* This produces a quality of tone in imitation of a French Horn, and has a sweet, sympathetic, distant echo effect, soothing and enchanting.

Fifteenth Combination—Draw *Sub-Bass, Piano, Melodia, Viola, Flute, Principal, Treb. Coupler, Clarinet and Piccolo.* This combination produces a loud, full and brilliant tone, and is used chiefly in playing voluntaries, for which it is well adapted.

Sixteenth Combination—Draw *Sub-Bass, Diapason, Melodia, Celeste, Treb. Coupler and Viola.* The tone of this combination is of exceeding richness, depth and power, joined to the most exquisite purity and sweetness, and so nearly resembles the tone of a pipe organ as to completely deceive the listener.

Seventeenth Combination—Draw *Sub-Bass, Bass Coupler, Diapason, Viola, Echo, Flute, Treb. Coupler, Piccolo, Clarinet and Or. Forte.* This combination is adapted to heavy, quick music. The tone is well balanced, and of great volume and variety, and makes an excellent chorus accompaniment.

Eighteenth Combination—Draw all stops *except Vox Humana.* This throws on the full power of the instrument in a grand burst of harmony, equal to a full orchestra. In playing with this combination, the performer should blow fast and with full stroke of the pedal.

It should be borne in mind that with any combination the full power of the organ can be instantly thrown on by the simultaneous use of both knee swells.

Note—The foregoing are merely a few of the principal and most admired combinations that can be found, and by no means exhaust them; their number is, in fact, unlimited. By practice and study performers can evolve new and beautiful combinations. ***It should be borne in mind that these combinations and musical effects are produced by the use of only 18 stops, which is the largest number of stops that can be put on a single manual organ without attaching dummies.***

CORNISH'S NEW IMPROVED THE MAJESTIC PALACE GRAND ORGAN

STYLE Nº 48,000

PAN-AMERICAN EXPOSITION MODEL 1902 - 1903.

COMPLETE WITH ELEGANT MUSIC STOOL AND CORNISH ORGAN METHOD

An Exquisitely Beautiful Case.

Positively the latest in style and the most magnificent organ ever manufactured by us. Fitted with our unequaled and powerful **Multitone Orchestral Action.**

A triumph of Expert Cabinet-Maker's Art. Venetian Mirror Top. The Case designed for Exhibition at the Pan-American Exposition, 1901.

IN 5 OR 6 OCTAVES (6 OCTAVES $10.00 EXTRA).

DIMENSIONS.	MADE IN SOLID BLACK WALNUT OR ENGLISH QUARTERED OAK
HEIGHT, 84 INCHES. WIDTH, 25 INCHES. LENGTH, 46 INCHES. WEIGHT, BOXED, 450 POUNDS.	

BRIEF DESCRIPTION OF CASE.

It is manufactured from selected black walnut or English quartered oak, thoroughly seasoned and rendered impervious to changes of temperature by the use of a patent wood filler applied inside and out. The beautifully hand-carved pillars and the exquisite specimens of carving with which the whole design richly abounds, create a *tout ensemble* worthy of a place in any palace. The canopied top is ornamented with a handsome beveled and curved plate glass Venetian mirror of unique design. The case has rollers for moving, sliding fall cover with lock, hand-carved lamp stands, handles and in fact every modern improvement. That portion of the case directly above the key-board has a music desk hinged at top so as to raise and open a large receptacle for music, and when closed it is perfectly dust-proof. The desk is ***double*** the usual size, a great convenience for duets and orchestral accompaniments. In elegance of finish, ornamentation and proportions, and as a piece of handsome, artistic cabinet work, this organ stands to-day without a rival.

To make its perfections complete, this truly magnificent case is fitted with our

MULTITONE ORCHESTRAL COMBINATION ACTION,

the most powerful used by us, combining every known excellence in reed action making. The tonal combinations are really without limit; we specify eighteen as a guide to beginners, but an infinite number of brilliant combinations is possible. In this action the very finest of material only is used. It is mouse, vermin and climate proof. All parts are renewable and removable. There is no cumbersome trap-work. It has the celebrated piano touch and is capable of imitating perfectly all the effects of a full orchestra, and nearly every known musical instrument. ***Positively a marvelous combination;*** an incomparable accompaniment to all vocal music.

THE FACTORY PRICE of this instrument is **$80.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$76.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason**, that better suits **your convenience**; we will take **monthly, quarterly, half yearly or yearly installments**, the price of the instrument being **increased in proportion** to the **amount paid down** and the **following payments.** If you want to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF **AMERICAN PIANOS AND ORGANS** WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

Imperial Style No 34.000 ORCHESTRAL

DECORATED PIPE TOP

SPECIALLY DESIGNED FOR

Church, School, Hall and Lodge Use.

WALNUT OR OAK.

DIMENSIONS:
HEIGHT, 95 INCHES. WIDTH, 25 INCHES.
LENGTH, 46 INCHES.
WEIGHT, BOXED, ABOUT 500 LBS. (TWO PACKING CASES USED.)

Complete with Stool and Instruction Book. Warranted for Twenty-Five Years, and Delivered Free on Board Cars, with Safe Arrival at Destination Insured.

This Imposing and Magnificent Case is fitted with our NEW ORCHESTRAL ACTION, fully described on pages 9, 10 and 11 of this catalogue.

It can be obtained in either **5** or **6** Octaves. (In enlarged case with 6-Octave Orchestral Action it will cost **$10** more). . . . . .

This beautiful instrument, which contains one of the best and most powerful reed actions manufactured by us that can be conveniently operated without a double bank of keys, or an auxiliary pumping apparatus, possesses great variety as well as immense volume of tone, and is therefore admirably suited for Auditoriums, Halls, Churches and Conservatories of Music. Its marvelous qualities are simply unapproachable. When properly manipulated by a skilled performer it resembles a full orchestra, and the finest classical music can be rendered with surprising and delightful effects. The case has been specially designed. It is made of solid black walnut or oak, beautifully hand-carved and ornamented, and the pipe-top is so constructed that it looks exactly like a regular pipe organ. The pipes are arranged in three semi-circular sets and are tinted in various shades, and ornamented with gilt tracings. In fact, the whole appearance of the organ is magnificent in every respect.

THE FACTORY PRICE of this instrument is **$85.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$81.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason**, that better suits **your convenience**; we will take **monthly, quarterly, half yearly or yearly installments**, the price of the instrument being **increased** in **proportion** to **amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

THE CORNISCIAN

1902 1903
MODEL
STYLE NO.
46,000

MULTITONE ORCHESTRAL REED ORGAN

Most Perfect Single-Manual Reed Organ Ever Introduced

Specially Invented, Designed and Built for Auditoriums, Churches, Schools, Academies of Music, and for Professional and Private Use.

DIMENSIONS.

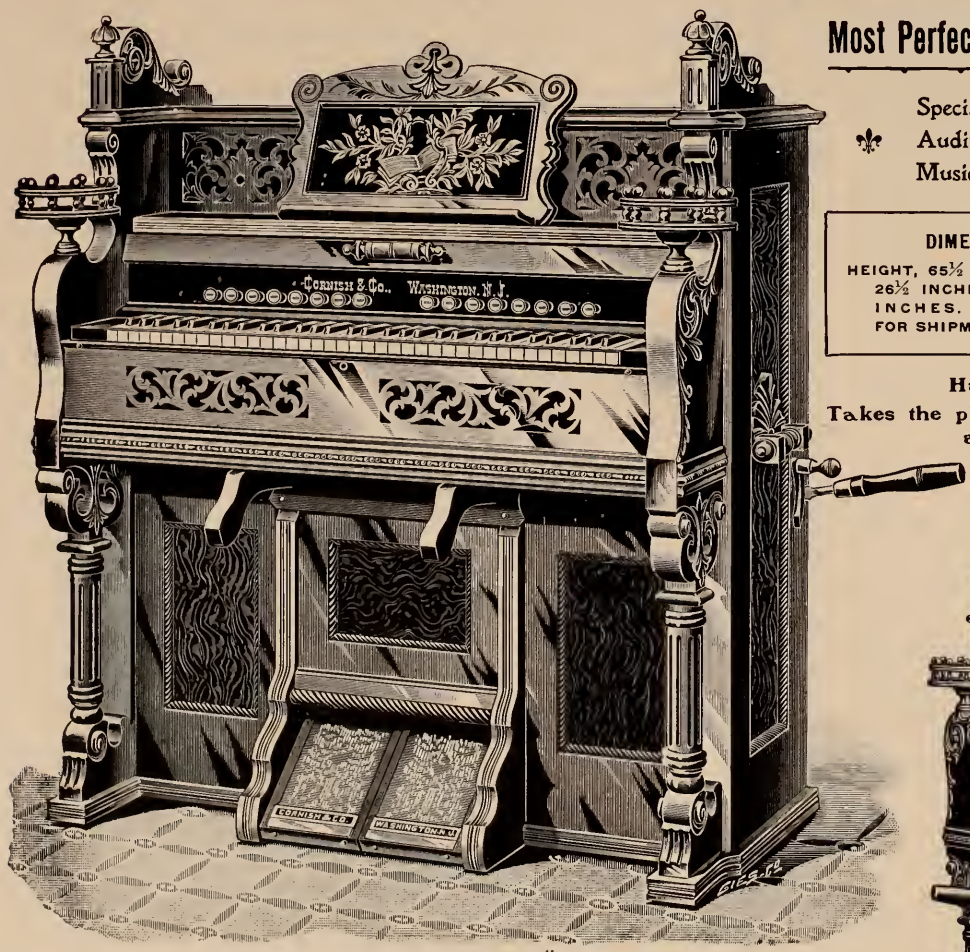
HEIGHT, 65½ INCHES. WIDTH, 26½ INCHES. LENGTH, 50 INCHES. WEIGHT, BOXED FOR SHIPMENT, 425 LBS.

IN SOLID BLACK WALNUT OR QUARTERED OAK. COMPLETE WITH ELEGANT SOLID-WOOD CIRCULAR-SEATED STOOL OR ORGAN BENCH. CASE FINISHED FRONT AND BACK.

Hand Pumping Apparatus Attached.

Takes the place, as nearly as possible, of the Pipe Organ, and is of unusual scope and power.

FULLY DESCRIBED ON OPPOSITE PAGE.



FRONT VIEW OF STYLE NO. 46,000, "CORNISCIAN."

BACK VIEW, SHOWING DOUBLE FINISH.

THIS MAGNIFICENT INSTRUMENT
IS A PERFECT TRIUMPH OF SKILLED WORKMANSHIP
IT IS WITHOUT A RIVAL · · · BUILT TO WITHSTAND ALL CLIMATIC EXTREMES · · · STANDARD OF EXCELLENCE
· · · FULLY WARRANTED FOR 25 YEARS · · ·

FULL DESCRIPTION OF THE CORNISH CORNISCIAN ORGAN.

(SEE ILLUSTRATIONS ON OPPOSITE PAGE.)

Three Hundred and Fifty-Three (353) Orchestral Multitoned Reeds,

SPECIALLY VOICED AND DOUBLE RIVETED, AND DIVIDED INTO ELEVEN COMPLETE SETS, AS FOLLOWS:

DIAPASON	24	reeds,	8	-foot	tone	-	-	-	-	Rich, mellow, smooth.
TRUMPET	24	"	8	"	"		-	-	-	Imitating the actual instrument.
PRINCIPAL	24	"	4	"	"	-	-	-	-	Round, full, pipe-like.
HAUTBOY	24	"	4	"	"		-	-	-	Voiced to imitate the actual instrument.
BOURDON BASS	24	"	16	"	"	-	-	-	-	Large and powerful.
MELODIA	44	"	8	"	"		-	-	-	Exquisitely pure and sweet.
CORNOPEAN	44	"	8	"	"	-	-	-	-	Brilliant, penetrating and very effective.
FLUTE	44	"	4	"	"		-	-	-	Clear and thrilling; a perfect imitation.
AEOLINE	44	"	8	"	"	-	-	-	-	Very string-like. Solo stop.
CLARIONET	33	"	16	"	"		-	-	-	Deep, sonorous, mellow.
SAXAPHONE	13	"	16	"	"	-	-	-	-	Characteristic of the actual instrument.
SUB-BASS	13	"	16	"	"		-	-	-	Deep and powerful pedal effect.

Full Size, Five and One-Half Octaves. Special Compass, Scale F to C.

TREBLE AND BASS COUPLERS. WITH AUXILIARY HAND PUMPING APPARATUS, COMPLETE WITH AUTOMATIC AIR INDICATOR.

This Beautiful Action is Entirely Controlled by the Use of 16 Necessary Stops and 2 Knee Swells.

NAMES OF STOPS:

Bass Coupler.	Diapason.	Principal.	Hautboy.
Bourdon Bass.	Trumpet.	Saxaphone.	
Diapason Forte.	Treble Coupler.		Melodia.
Cornopean.	Flute.	Vox Humana.	
Sub-Bass.	Aeoline.		Clarionet.

This action cannot be supplied with any other case.

THIS ACTION is altogether the finest that we have ever constructed, and has been built by us to meet the demand, on the part of a very large number of our patrons, for an organ that shall be suitable for use in music rooms, auditoriums and chapels. Our aim has been to build an action rich and full in tone and expression. It is not a **loud-voiced** action, for leading a very large audience in singing; it is a comprehensive action that a musician will appreciate and enjoy, and it will enable him to realize accurately the works of the great maestros. It is made of the very finest black walnut or quartered oak, and is finished front and back so that it may be used in any position. By the arrangement of the elegant fretwork panels at the front and back of the organ, the tone can be regulated from P. P. to F. F.

The interior mechanism of the action has proven to be most successful, and the purity and volume of tone that can be produced under proper manipulation will be a surprise and a delight to all musicians; yet there is nothing complex in the construction of this instrument. It is operated just as easily as any other action, and the **auxiliary pumping apparatus** need only be used when the organ is played by a lady or someone with not quite the ordinary strength to bring out the full power of the action by the use of the pedals. The hand pumper is, of course, in such case, manipulated by a second person. The automatic indicator prevents any overblowing. When it is necessary to utilize the hand pumping apparatus, it is brought into use by the pressing down of the smaller attachment, as shown on the illustration, which fastens by a button and connects the pumping handle. This handle is taken out altogether when not in use.

The full power of the organ is readily sustained by the use of the pedals with comparatively little exertion. Each set of reeds is distinct, and at the same time is susceptible of combinations which enable the player to produce orchestral effects which are perfect in every respect. With the exception of Vox Humana, Forte and Coupler, each stop operates a different set of reeds, and an endless number of combinations can be obtained.

In conclusion, it is hardly necessary to say that everything in connection with this organ is made of the finest possible material, by our most experienced workmen. No better organ **can** be built, and we are confident that it will sustain, wherever it is used, the superiority of the CORNISH AMERICAN REED ORGAN over all others.

THE FACTORY PRICE of this instrument is **$125.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$118.00** Cash with Order

— SEE PAGE 1. —

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason,** that better suits **your convenience;** we will take **monthly, quarterly, half yearly or yearly installments,** the price of the instrument being **increased** in **proportion** to **amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

NEW CATHEDRAL ORGAN

FOR CHURCH, CHAPEL, LODGE, SCHOOL OR PARLOR USE

STYLE No. 33,000

VIEW OF CARVED BACK.

DIMENSIONS:

HEIGHT, 56 INCHES; LENGTH, 50 INCHES; WIDTH, 25 INCHES. WEIGHT, BOXED, ABOUT 400 LBS.

A Low-Top Organ, Elegantly Finished Front and Back. The Acme of Elegance in Design.

In Five or Six Octaves. The Six-Octave Action in Enlarged Case costs Ten Dollars Extra.

WARRANTED FOR 25 YEARS.

WALNUT OR OAK.

COMPLETE WITH STOOL AND INSTRUCTION BOOK. BOXED AND DELIVERED FREE ON BOARD CARS HERE, AND SAFE ARRIVAL AT DESTINATION INSURED.

FRONT VIEW OF STYLE NO. 33,000, NEW CATHEDRAL ORGAN.

This Action has No Equal.

Briefly, it consists of 221 Orchestral Pipe-Toned Reeds, 18 full Octaves divided into 11 complete sets and operated by 18 necessary Stops and 2 Knee Swells.

NOTE.

WE have several styles of low-top cases finished front and back, built on the same principle as our Style No. 33,000, but not quite so elaborately finished, each case being finished at the back to match the general make-up of the front.

Our other ***Chapel*** cases are ***No. 43,000, No. 47,000, No. 29,000***—that is to say, any of these styles, of which the high-top case only is pictured, can be had in low-top, finished-back chapel cases at the same price as the parlor style, and in either five or six octaves, walnut or oak, with the exception of No. 29,000, which is only furnished in five octaves.

NOTE.

THIS BEAUTIFUL CASE of solid black walnut, elegantly decorated and hand-carved, and specially finished front and back, is furnished with our

NEW ORCHESTRAL ACTION,

the finest and most powerful action manufactured by us (fully described on pages 10 and 11 of this catalogue, which please refer to).

THE FACTORY PRICE of this instrument is **$70.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$66.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on any other plan of payment in reason, that better suits your convenience; we will take monthly, quarterly, half yearly or yearly installments, the price of the instrument being increased in proportion to amount paid down and the following payments. If you wish to buy on any other plan than cash write us at once and let us know just what you can do, and we will make arrangements accordingly. Remember, our business is to meet your wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

SOLD UNDER OUR PERSONAL WARRANT FOR 25 YEARS.

The Vocalia Orchestral

STYLE № 43,000.

THE NEW EXPOSITION MODEL

Standard Cornish American Organ

COMBINING IN ONE REMARKABLY BEAUTIFUL INSTRUMENT ALL THE SUPERB EXCELLENCES OF OUR CELEBRATED CHIME SERIES.

Complete with Stool and the Celebrated Cornish Instruction Book.

NAMES OF STOPS.

DIAPASON, MELODIA, VOX CELESTE, FLUTE, PIANO, HAUTBOY, VOX HUMANA, DIAPASON FORTE, ECHO, ORCHESTRAL FORTE, VIOLA, VIOLINA, PRINCIPAL, SUB-BASS, BASS COUPLER, TREBLE COUPLER.

DIMENSIONS.

Height, 6 feet 9 inches. Length, 3 feet 9 inches. Width, 1 foot 10 inches. Weight, boxed for shipment, 400 Pounds.

MADE IN 5 AND 6 OCTAVES. 6 OCTAVES $10 EXTRA.

Contains the New Cornish Piano-Touch Multitone Action, built in one of the most elegant cases ever produced by us. The design is a copy of a Venetian Facade, Salviati Model, architecturally perfect, in the pure Etruscan style, a triumph of art furniture that will be an adornment to the most refined and cultured home.

This organ is capable of producing in skilled hands the effect of the human voice accompanied by a full orchestra. In elegant black walnut or English quartered oak. Cases hand rubbed, satin finish over treble varnish surfaces.

Furnished with our Multitone Combination Action.

SEE FULL DESCRIPTION ON PAGES 9, 10 AND 11.

5 OCTAVES, 16 NECESSARY STOPS, 2 OCTAVE COUPLERS, TONE SWELL, FULL ORCHESTRAL SWELL, 172 ORCHESTRAL TONED AND TUNED REEDS, AS FOLLOWS:

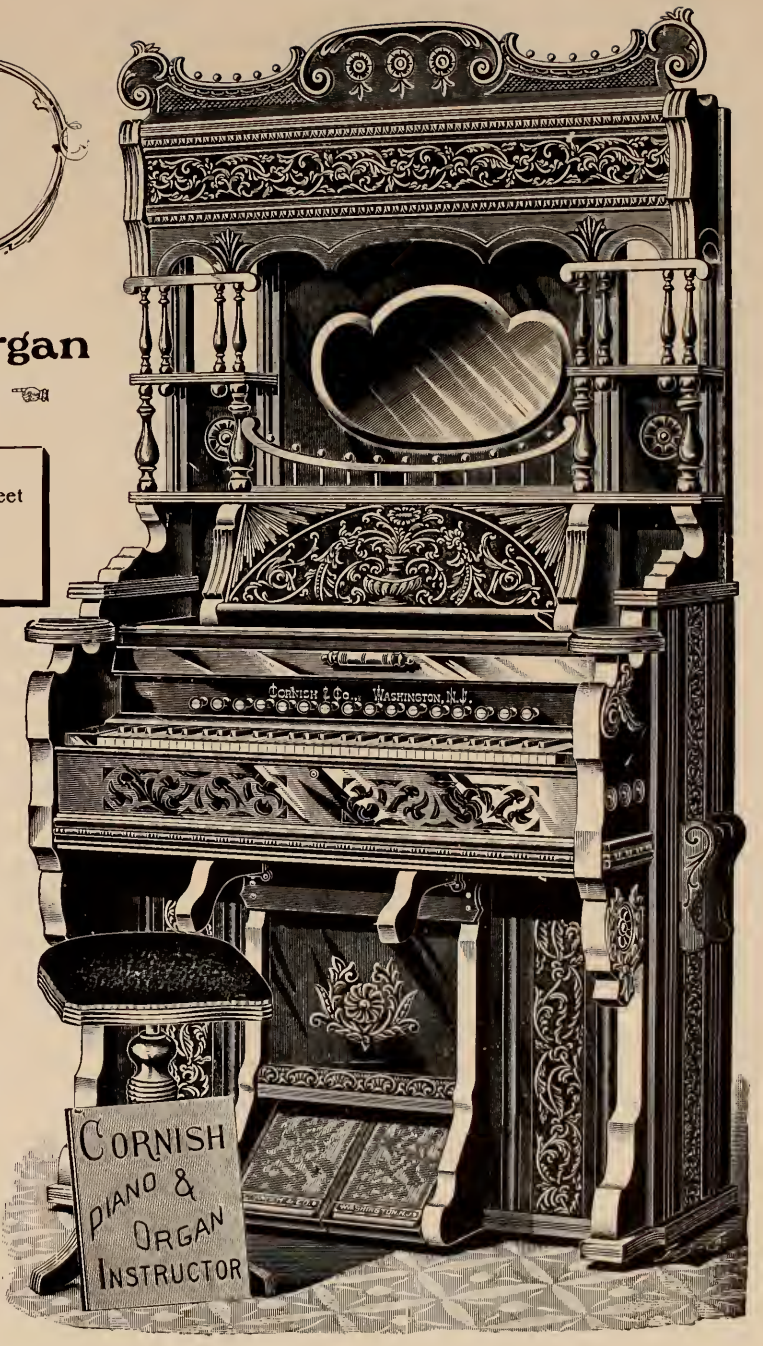
1 Set Silver Chime	**PRINCIPAL** Reeds of 24 Notes.
1 Set Golden Chime	**MELODIA** Reeds of 37 Notes.
1 Set Imperial Chime	**DIAPASON** Reeds of 24 Notes.
1 Set Celeste	**VOCALIA** Reeds of 24 Notes.
1 Set Viola	**VOCALIA** Reeds of 13 Notes.
1 Set Orchestral	**FLUTE** Reeds of 37 Notes.
1 Set Sub-Bass	**CELLO** Reeds of 13 Notes.

THE CASE of this beautiful organ is constructed entirely of selected American black walnut or oak, thoroughly kiln dried, and is oil-polished and hand rubbed over three coats of varnish, making a permanent finish. The top is ornamented with a superb French bevelled plate mirror of original design; there are several shelves for bric-a-brac, handsome lamp stands, sliding fall cover with lock and key, rollers for moving and **a very handsome receptacle for music, which also forms a music desk of twice the usual size.** The carvings with which this case is decorated are novel in design and are beautifully executed. In fact, the cabinet work is of the finest possible description, and the result is a piece of art furniture that would adorn a palace.

NOTE.

We can furnish this organ in 5 or 6 octaves, in either walnut or oak, in parlor style as herewith shown, or in CHAPEL STYLE, constructed upon the same general principle as our Cathedral Organ, pictured and described on page 16.

Orchestral Action in this Case, 5 Octaves, $2.50 extra; 6 Octaves, $12.50 extra.



THE FACTORY PRICE of this instrument is **$58.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$55.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason,** that better suits **your convenience;** we will take **monthly, quarterly, half yearly or yearly installments,** the price of the instrument being **increased in proportion to amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

THE CENTURY CHIMES

ONE OF THE LATEST CORNISH CABINET REED ORGANS

STYLE No. 47,000

EXPOSITION MODEL.

The most popular of our 20th Century Styles, including all the special excellences of our wonderfully successful Chimes Series of Cabinet Reed Organs, with several new features and improvements in case and action. Positively one of the most perfect instruments in existence.

WARRANTED FOR TWENTY-FIVE YEARS.

COMPLETE WITH SOLID-WOOD CIRCULAR-SEATED ADJUSTABLE PIANO STOOL (SAME AS SHOWN IN CUT), AND THE CORNISH INSTRUCTION BOOK.

DIMENSIONS.
Height, 6 feet 9 inches.
Length, 3 feet 9 inches.
Width, 22½ inches.
Weight, boxed for shipment, 390 pounds.

IN ELEGANT BLACK WALNUT OR ENGLISH QUARTERED OAK. CASES HAND RUBBED, SATIN FINISH OVER TREBLE VARNISH SURFACES.

Furnished with our Multitone Combination Action (the number of tone combinations being illimitable, no numerical restriction can be named. The celebrated **Cornish Orchestral Reeds** only used. Mouse and climate proof; cannot get out of order; all parts renewable and removable, no cumbersome trapwork; piano touch; double octave couplers of coppered steel; the climax of a series of brilliant experiments in the manufacture of reed actions. It would be easy enough for us to describe this beautiful action as having 30, 40, 50 or 100 tone combinations, and as being equal to 10 or 20 organs combined in one; but as the organ is capable of an unending number of tone combinations, to name a certain number would only be to mystify and mislead.

This beautiful Action has 122 Reeds, divided into 5 complete sets as follows:

1 Set Round Pipe-Like	**Principal**	Reeds of 24 Notes.	122 IN ALL.
Set Silver Chime	**Melodia**	Reeds of 37 Notes.	
Set Golden Chime	**Diapason**	Reeds of 24 Notes.	
Set Crystal Chime	**Celeste**	Reeds of 24 Notes.	
Set Orchestral	**Viola**	Reeds of 13 Notes.	

Full size, 5 Octaves, 14 Necessary Stops. 122 Orchestral Toned Reeds (extra quality, double riveted). 2 Knee Swells, Grand Organ Swell.

☞ **IN SIX OCTAVES WITH ENLARGED CASE, $10 EXTRA.** ☜

NAMES OF STOPS.

Bass Coupler, Diapason, Violina, Dulciana, Principal, Diapason Forte, Celeste Forte, Vox Humana, Piano, Viola, Celeste, Melodia, Echo, Treble Coupler.

THE CASE is constructed entirely of solid American black walnut or quartered oak, thoroughly kiln dried and seasoned; it is oil finished and hand rubbed over three coats of varnish. The design is entirely original, and is extremely rich and elaborate. **The top is ornamented with a superb French bevelled plate mirror,** it has sliding fall cover with lock, rollers for moving and in fact every modern improvement. In elegance of finish, ornamentation and as a piece of artistic cabinet work, this organ worthily represents the acme of skilled workmanship, and is in fact a standard of excellence in every respect, and cannot fail to give the best of satisfaction.

The Multitone Combination Action used in our Century Chimes Organ is simply super-excellent in every respect. In the hands of a skilled organist, pipe organ and orchestral effects can be easily produced.

One of the great secrets of the success of the Cornish American Organ lies in the importance given to a purity of tone that cannot be equalled or excelled. Years of patient and costly experimenting have resulted in **perfection** in this respect. The pipe-like quality is exactly reproduced, and at a distance listeners believe they are hearing a costly pipe organ.

The voicing of the reeds, and the careful attention to tuning and regulating have enabled us to place before our friends and the general public an action that we pronounce to be without equal.

The mechanism of the action is perfection; it is **strong,** difficult to displace, all metal parts are of the finest and most evenly tempered coppered and silvered steel wire, impervious to damp and rust. It is practically **mouse and insect proof, and specially prepared and adapted to withstand all climatic changes,** this being absolutely necessary owing to our enormous export trade.

THE FACTORY PRICE of this instrument is **$53.00** Cash After 30 Days' Trial

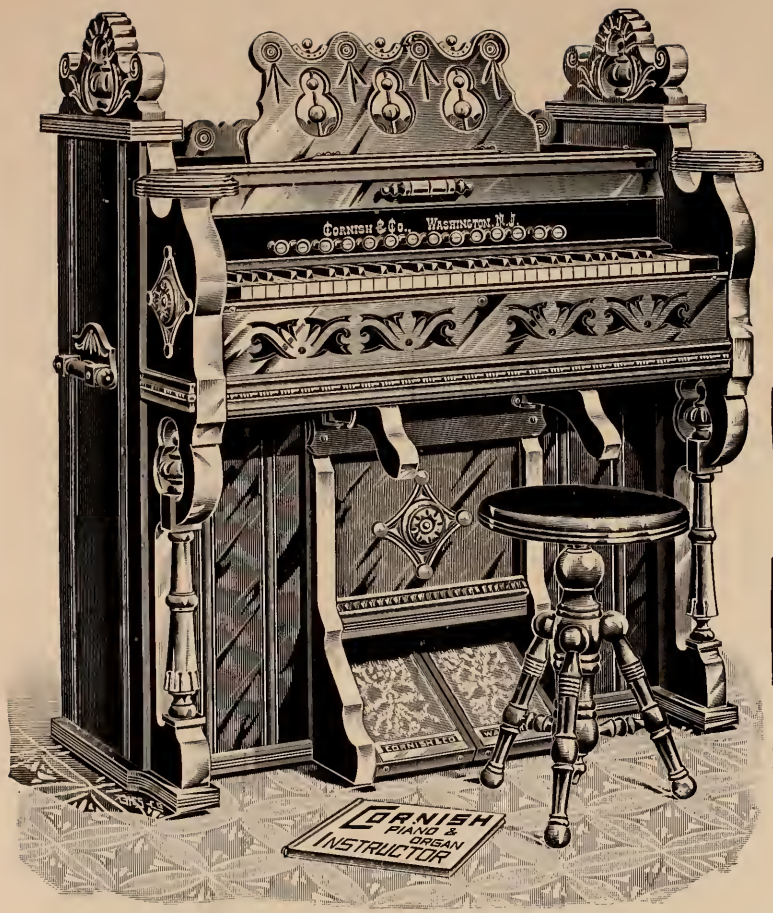
OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$50.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason,** that better suits **your convenience;** we will take **monthly, quarterly, half yearly** or **yearly installments,** the price of the instrument being **increased in proportion to amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

Note. We can furnish this organ with 6-octave action 156 reeds, 14 stops, for **$10** extra; with our Vocalia Orchestral Action, 172 reeds, 16 stops, in 5 octaves, for **$2.50** extra; 6 octaves, **$12.50** extra; or with our magnificent Orchestral Action, 221 reeds, 18 stops, for **$5** extra in 5 octaves; **$15** extra in six octaves.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS



Style No. 50.000

The New VILLAGE CHIMES ORGAN

SUITABLE for CHURCH, LODGE, HALL, SCHOOL AND HOME USE

ENTIRELY NEW DESIGN, fitted with our Patent Multitone Combination Action, entirely mouse-proof. All latest improvements.

In 5 or 6 Octaves; 6 Octaves $10.00 extra.

DIMENSIONS: Height, 50 Inches; Width, 23 Inches; Length, 46 Inches. Weight, Boxed, about 350 Lbs.

Complete with Stool and Instruction Book. Boxed and Delivered Free on Board Cars Here. Safe Delivery at Destination Insured.

WARRANTED FOR TWENTY-FIVE YEARS.

DESCRIPTION: 5 OCTAVES, 14 STOPS, 2 OCTAVE COUPLERS, 2 KNEE SWELLS. 5 SETS OF REEDS AS FOLLOWS:

1 Set	Round, Pipe-like	**PRINCIPAL**	Reeds of 24 Notes.	122 IN ALL.
1 Set	Exquisitely Pure, Sweet	**MELODIA**	Reeds of 37 Notes.	
1 Set	Rich, Mellow, Smooth	**DIAPASON**	Reeds of 24 Notes.	
1 Set	Charmingly Brilliant	**CELESTE**	Reeds of 24 Notes.	
1 Set	Pleasing, Soft, Melodious	**VIOLA**	Reeds of 13 Notes.	

The Case is made of the finest selected black walnut, thoroughly kiln-dried and seasoned; it is oil finished and hand-rubbed over three coats of varnish. The design is entirely new; it has lamp stands, music desk, sliding fall cover with lock, rollers for moving, and in fact every modern improvement.

The Tone of this action, that all-important quality, is simply superexcellent in every respect. In the hands of a skilled organist, pipe organ and orchestral effects can be beautifully imitated. The voicing and peculiar arrangement of the reeds, and the careful attention to tuning and regulating, have enabled us to place before our friends and the general public an action that we, after over a quarter of a century's experience, can pronounce to be absolutely perfect.

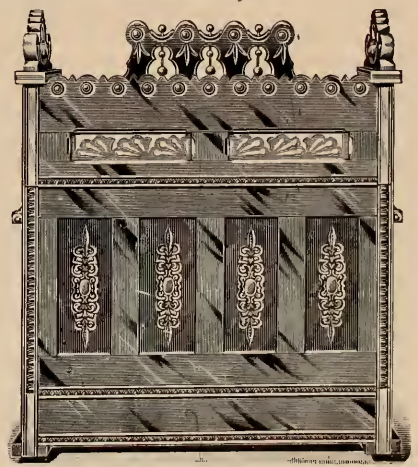
The working of the action is perfection; it is **strong**, difficult to displace, all metal parts are of the finest and most evenly-tempered coppered and silvered steel wires, impervious to damp and rust. It is practically **mouse** and **insect-proof**, and **specially prepared** and **adapted to withstand all climatic changes**, this being absolutely necessary owing to our enormous export trade.

The Octave Coupler used in all the Cornish organs is made of the best double coppered steel. Couples three octaves of keys in the treble and two in the bass, thus entirely doubling the power of the instrument.

The Bellows used with this action are the finest and most powerful possible to construct. The lumber is highly seasoned, the silk-rubber cloth is extra heavy and bellows will not leak. An automatic air valve relieves all surplus pressure, so that the bellows cannot be over-strained; they are self-regulating. The pedal straps are ingeniously fixed by a patent contrivance that will not wear and positively prevents breakage.

Names of Stops: Bass Coupler, Diapason, Violina, Dulciana, Principal, Diapason Forte, Celeste Forte, Vox Humana, Piano, Viola, Celeste, Melodia, Echo, Treble Coupler.

Note. We can fit this case with Vocalia Orchestral Action, 16 Stops, 172 Reeds, for **$2.50** extra; or with our largest Action, The Orchestral, 18 Stops, 221 Reeds, for **$5.00** extra.



BACK VIEW OF ORGAN.

Solid Black Walnut or Quartered Golden Oak Case, Elegantly finished Front and Back.

THE FACTORY PRICE of this instrument is **$48.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$45.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on **any other plan of payment in reason**, that better suits **your convenience**; we will take **monthly, quarterly, half yearly or yearly installments**, the price of the instrument being **increased in proportion to amount paid down** and the **following payments.** If you wish to buy on any other plan than cash **write us at once** and let us know **just what you** can do, and we will make arrangements accordingly. Remember, **our** business is to meet **your** wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

CORNISH'S
NEW AND IMPROVED MIRROR-TOP CABINET REED ORGAN

THE SILVER CHIME

Style No. 29,000

MADE IN FIVE OCTAVES ONLY

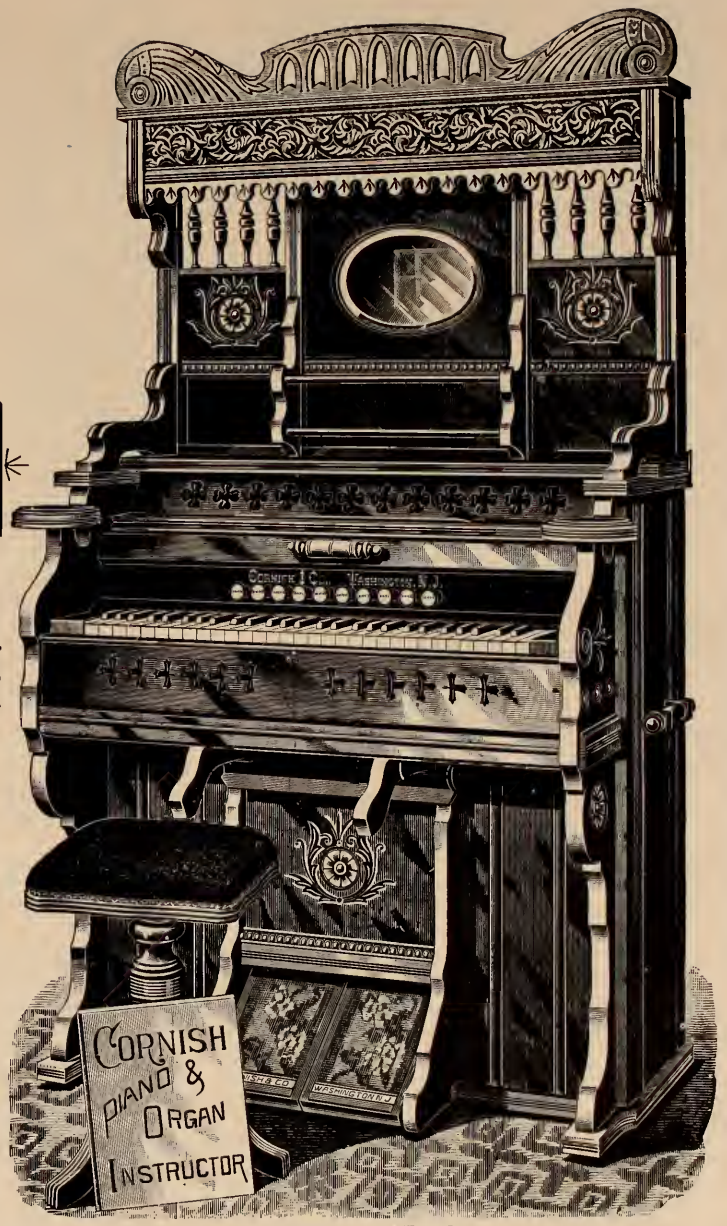
DIMENSIONS:
Height, 75 Inches; Width, 22 Inches; Length, 45 Inches. Weight, Boxed, about 350 Lbs.

Complete with Stool and Instruction Book. Boxed and Delivered Free on Board Cars Here. Safe Delivery at Destination Guaranteed and Insured.

WARRANTED FOR TWENTY-FIVE YEARS.

DESCRIPTION 5 Octaves, 10 Stops, 2 Octave Couplers, 4 Sets Orchestral Toned Resonatory Pipe Quality Reeds, 1 Tone Swell, 1 Grand Organ Swell. . . . . .

1 Set Exquisitely Pure, Sweet **Melodia** of 37 Reeds
1 Set Charmingly Brilliant **Celeste** of 24 Reeds
1 Set Rich, Mellow, Smooth **Diapason** of 24 Reeds
1 Set Pleasing, Soft, Melodious **Dulciana** of 13 Reeds



THIS BEAUTIFUL INSTRUMENT is one of our most popular styles. The case is of solid black walnut, handsomely ornamented with original designs in embossed and carved wood-work. The top of the case contains a heavy French plate oval beveled mirror. The action is one of our very best multiple tone combination actions, fitted with 98 of our orchestral toned reeds. One of the great secrets of the success of the Cornish American Organs lies in the importance given to the production of a purity of tone that cannot be equalled or excelled. Years of patient and costly experimenting have resulted in perfection in this respect.

NOTE.

We can furnish this organ in either oak or walnut case, 5 octaves only, in parlor style as herewith shown, or in chapel style constructed upon the same general principle as our Village Chimes Organ on previous page.

Imperial Chimes Action in this case - - $2.50 extra
Vocalia Orchestral Action in this case - - 5.00 extra
Orchestral Multitone Action in this case - - 7.50 extra

NAMES OF STOPS:
DIAPASON FORTE, BASS COUPLER, PIANO, CELESTE, CELESTE FORTE, DIAPASON, DULCIANA, TREBLE COUPLER, ECHO, MELODIA.

THE FACTORY PRICE of this instrument is **$37.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$35.00** Cash with Order

SEE PAGE 1.

Easy Payment Plan. You can buy this instrument on any other plan of payment in reason, that better suits your convenience; we will take monthly, quarterly, half yearly or yearly installments, the price of the instrument being increased in proportion to amount paid down and the following payments. If you wish to buy on any other plan than cash write us at once and let us know just what you can do, and we will make arrangements accordingly. Remember, our business is to meet your wishes.

CORNISH-CO. MANUFACTURERS OF AMERICAN PIANOS AND ORGANS WASHINGTON, N.J., U.S.A. ESTABLISHED 50 YEARS

1902-3 MODEL

The Choir

STYLE NO 53.000

FRONT VIEW OF STYLE NO. 53.000, THE "CHOIR."

ONE OF THE MOST PERFECT REED ORGANS POSSIBLE TO BUILD

without using an auxiliary pumping apparatus.

Specially Designed and Built for Auditoriums, Churches, Schools, Academies of Music, and for Professional and Private Use.

TAKES THE PLACE, AS NEARLY AS POSSIBLE, OF THE PEDAL ORGAN, AND IS OF UNUSUAL SCOPE AND POWER.

IN SOLID BLACK WALNUT OR QUARTERED OAK CASE, FINISHED FRONT AND BACK, WITH STOOL OR ORGAN BENCH.

Fully Described on the Other Side of this Circular.

OUR AIM in designing and constructing this organ has been to supply, in a neat but strong case, an action powerful enough to lead a large number of voices in singing. THE ACTION has been voiced to allow of the fullest power of the reeds, when necessary. It will easily take the place of an expensive pedal bass organ for all ordinary usage, and it will certainly give the best of satisfaction in every respect.

BACK VIEW, SHOWING DOUBLE FINISH.

FULL DESCRIPTION of the NEW

CORNISH AMERICAN REED ORGAN — The Choir — STYLE No. 53,000.

IN SOLID BLACK WALNUT OR QUARTERED OAK. Case Finished Front and Back.	COMPLETE WITH ELEGANT SOLID-WOOD CIRCULAR-SEATED STOOL OR ORGAN BENCH.	DIMENSIONS: Height, 42 Inches; Width, 25 Inches; Length, 52 Inches; Weight, Boxed for Shipment, 450 Pounds.

Two Hundred and Eighty-Five (285) Orchestral Multitoned Reeds,

SPECIALLY VOICED AND DOUBLE RIVETED, AND DIVIDED INTO TEN COMPLETE SETS, AS FOLLOWS:

DIAPASON	24	reeds,	8-foot	tone	Rich, mellow, smooth.
PRINCIPAL	24	"	4	" "	Round, full, pipe-like.
BOURDON	24	"	16	" "	Deep and penetrating.
MELODIA	44	"	8	" "	Exquisitely pure and liquid.
CELESTE	44	"	8	" "	Sweet and charming.
FLUTE	44	"	4	" "	Clear and brilliant.
AEOLINE	24	"	2	" "	Delicate and string-like.
CLARIONET	31	"	16	" "	An accurate imitation of the actual instrument.
SAXAPHONE	13	"	16	" "	Characteristic of the actual instrument.
SUB-BASS	13	"	16	" "	Full and powerful.

Full Size, Five and One-Half Octaves. Special Compass, Scale F to C. Treble and Bass Couplers.

MECHANICAL STOPS: BASS COUPLER, TREBLE COUPLER, VOX HUMANA, ORCHESTRAL FORTE.

This Beautiful Action is Entirely Controlled by the Use of 14 Necessary Stops and 2 Knee Swells—the least registers that can be used in an organ this size.

THIS ACTION is altogether the finest that we have ever constructed, and has been built by us to meet the demand, on the part of a very large number of our patrons, for an organ that shall be suitable for use in music rooms, auditoriums and chapels. It is a **loud-voiced action,** for leading an audience in singing, and at the same time it is a comprehensive action that a musician will appreciate and enjoy. The case is made of the very finest black walnut or quartered oak, and is finished front and back so that it may be used in any position. By the arrangement of the swells and open fretwork panels at the front and back of the organ, the tone can be regulated from P. P. to F. F.

The interior mechanism of the action has proven to be most successful, and the purity and volume of tone that can be produced under proper manipulation will be a surprise and a delight to musicians; yet there is nothing complex in the construction of this instrument. It is operated just as easily as any other action.

The full power of the organ is readily sustained by the use of the pedals with comparatively little exertion. Each set of reeds is distinct, and at the same time is susceptible of combinations which enable the player to produce orchestral effects which are perfect in every respect. With the exception of the four mechanical stops, each stop operates a different set of reeds, and an endless number of combinations can be obtained.

In conclusion, it is hardly necessary to say that everything in connection with this organ is made of the finest possible material, by our most experienced workmen. No better organ **can** be built, and we are confident that it will sustain, wherever it is used, the superiority of the Cornish American Reed organ over all others.

THE FACTORY PRICE of this instrument is **$84.00** Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **$79.00** Cash with Order

SEE PAGE 1 IN OUR LARGE CATALOGUE.

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Two United States Government Patents

OUR NEW UNIQUE AND UNRIVALLED INVENTIONS

THAT SECURE TO THE PURCHASERS OF THE

Cornish American Pianos and Organs

Improvements and Additions that Cannot be had in any Other Pianos and Organs Made.

PHOTOGRAPHIC FAC-SIMILE OF PATENT DEED OF THE

CORNISH MUSICAL ATTACHMENT

USED IN ALL CORNISH PIANOS,

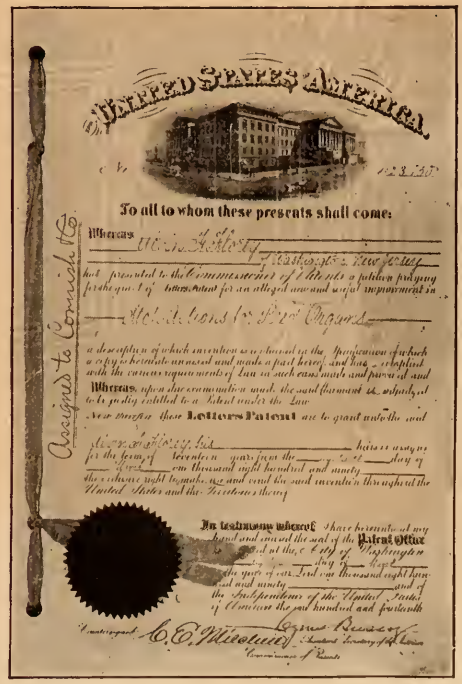
fully described on page 3 of catalogue, and by means of which nearly every known stringed instrument, such as the

HARP, ZITHER, GUITAR, BANJO,

MANDOLIN, AUTOHARP, ETC., ETC.,

CAN BE CORRECTLY IMITATED.

The Latest. The Best.
Most Accurate. Most Durable.
Cannot Get Out of Order.



Photographic Fac-Simile of Patent Deed of the

CORNISH AMERICAN MULTITONE STOP ACTIONS

(fully described on pages 9, 10 and 11)

AS USED IN ALL ORGANS MANUFACTURED BY US.

ENSURES freedom of touch, directness of contact, immediate response, absence of all cumbersome and intricate stop work. Mouse, vermin and climate proof. All parts removable and interchangeable. Great strength, little friction. In fact, the climax of simplicity in operation. Nothing like it in any other American reed organ. Enables us to fully warrant our instruments for twenty-five years.

THIS IS A REPRODUCTION OF THE ACTUAL APPEARANCE
IN BURL WALNUT OF OUR FINEST PIANO, STYLE № 12,000.

THE "MONARCH" KING OF PIANOS.

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CORNISH CO., (Sole Manufacturers.) WASHINGTON, NEW JERSEY, U.S.A.